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Canada's Commercial Intelligence Service

(SUPPLEMENT)

TO

(WEEKLY REPORT)

OF THE

DEPARTMENT OF TRADE AND COMMERCE

Government
Publications

REPRINT OF ARTICLES

DEALING WITH

THE GERMAN WAR

AND

ITS RELATION TO CANADIAN TRADE

FOREWORD

By Sir GEORGE E. FOSTER, K.C.M.G., M.P.

Minister of Trade and Commerce



OTTAWA

GOVERNMENT PRINTING BUREAU

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INTRODUCTION.

The purpose of this supplement is to reproduce in a more convenient form for reference, articles published in the Weekly Reports of the Department of Trade and Commerce, which dealt with the war and its relation to Canadian trade. In recent numbers there appeared a series of tables, with comments thereon, showing German exports to various parts of the world, and designed to illustrate the opportunities for the enlargement of Canadian trade, resulting from present war conditions. Since the outbreak of hostilities other matter also has from time to time been published, which further amplified the special series dealing with German exports. In order that this information may be presented before Canadian producers in a compact and available form the present supplement has been issued.

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A WORD TO CANADIAN PRODUCERS.

Canadians are intensely interested in the gigantic struggle now staged on the battlefields of Europe.

There is being fought out and there will be decided the mastership of the Old World—the control of the seas—the question of liberty and democratic government in Europe.

Though primarily a quarrel between three great European powers, it has developed into a war for the existence, integrity and supremacy of the British Empire.

The British Empire is now or soon will be represented on the battlefield by troops from the Motherland, Canada, Newfoundland, Australia, New Zealand and from South Africa which releases British soldiers and substitutes her own in their place.

Involved in this war is the question of commercial ocean transport and overseas trade.

For years Germany has made superhuman efforts towards building up a great industrial system at home and a vast overseas trade with its attendant strong commercial marine.

Comparing 1893 with 1913, her industrial output has wonderfully increased, and the same is true in reference to her export of industrial products.

Her sea tonnage has grown from 1,511,579 to 3,153,724 tons.

Her foreign trade from \$1,678,780,600 to \$4,966,298,400.

In 1913 her exports were as follows:—

To Great Britain	\$342,291,600
Canada	14,473,833
Australia	21,063,000
South Africa (British)	11,162,200
New Zealand	2,546,600
United States	169,741,600
France	187,996,200
Russia	209,440,000
China	29,226,400
Japan	29,202,600
South America	157,960,600
all other countries	<u>1,227,862,387</u>
Total	<u>\$2,402,967,000</u>

Under present war conditions she has lost for the time being nearly all this trade; her industrial production has been greatly reduced and her commercial marine has been practically swept from the seas.

What this means to Germany, we can all see; a total loss during the continuance of the war and a long period of struggle after ensuing peace to regain even a part of her former proud and profitable position, and a probable total loss of her expensive and hardly bought colonial possessions.

What we do not so clearly see is that this immense void in production and distribution must be filled—others must step into her place to make and distribute what Germany has for the time been forced to surrender.

For the British Empire—home and overseas—the instant pressing duty is to possess itself of a generous share of the production and trade thus lost to Germany, and so to reap the advantages of a great industrial and commercial victory which shall in some measure compensate the costly sacrifice of war. Not only should we fill to the greatest possible extent the void thus created, but we should make our position so strong in these markets as to secure ourselves from our being ousted by Germany hereafter.

Whilst a comparatively small number of our manhood fights the battle for Imperial existence and control of our ocean highways, those who remain should, with spirit and energy throw themselves into the task of taking possession of the markets from which our enemies have been driven and supply them with the products of our own fields and factories.

Here is a peaceful field of operation in which we can carry on a bloodless but most effective and profitable warfare.

First let us fill as far as possible the call for the \$16,000,000 worth of goods with which Germany and Austria provided us last year, and which will this year be absolutely debarred. And what we cannot supply ourselves let us purchase from Great Britain and the other parts of the Empire. Let us covenant together to buy goods 'made in Canada,' 'made in Britain' and 'made in the Empire.' Thus shall we give employment and the profits of production to the Empire's home workers.

Then let us finish out the details of what Germany and Austria have produced and sold to other countries and set ourselves to supply as large a part of this as possible.

Whilst our soldiers and sailors preserve our homes from attack and our ocean highways open and secure for transport, let us enter upon these abandoned markets and possess them as far as possible.

Here are markets for hundreds of millions of dollars worth of products, the making of even a portion of which will keep our industries going and give employment to hundreds of thousands of our people. If consumers determine to buy only Canadian and Imperial goods, and producers to provide them at lowest prices and of good quality, a co-operative work of inestimable value will have been begun.

Beginning with this number of the Bulletin will be published a series of statements designed to illustrate the opportunities which the present war conditions open to Canadian business enterprise and which the undersigned most earnestly hopes will be utilized to the full.

GEORGE E. FOSTER,

Minister of Trade and Commerce.

Ottawa, September 1, 1914.

GERMAN TRADE.

In regard to the series of articles relating to the interruption of German export, it may be pointed out that when Germany after long and costly preparation decided for the arbitrament of war she risked her export trade for the time being, for it was obvious that command of the sea by the allies would entail stoppage of German export as a war measure and that the void thereby created would instantly become a matter of keen competition among the producing nations outside the vortex of war. In the Weekly Report of August 25, 1913 (No. 500) on page 982 will be found a highly favourable review under the heading of 'Economic Expansion of Germany,' indicating remarkable power of competition by that country. It does not, however, appear possible for Germany to recover her abandoned trade, for as a general proposition it may be laid down that the building up of export trade is a slow business and if interrupted for a year or more, its recapture presents a most difficult problem. For the time being our opportunity is patent, and we should so make our plans and develop our methods that we may capture as much as possible and retain all that we capture.

It will not be forgotten in Canada that in 1903 Germany declared a small economic war by contesting the right of Canada to grant a preference to the Mother Country, and imposed maximum duties as a penalty, thereby bringing into operation the Canadian surtax and cutting down German trade by one-half, during a period of

Canadian expansion; but in 1910 Germany admitted defeat by withdrawing from the arbitrary position she had taken up in 1903. During the seven years of economic hostilities the fact was demonstrated that Canadian trade was far more valuable to Germany than German trade to Canada because the former consisted of manufactured goods and the latter was largely composed of foodstuffs which the world must have. The industrial development of Germany compelled purchase of wheat and it did not matter to Canada to whom she sold it, for wheat, like water, finds its level.

Article No. 1.

CANADIAN TRADE LOST TO GERMANY.

By way of preliminary to this series there was given in Weekly Report No. 552, a summary of various notices, which had appeared in publications in the United States, regarding the opportunity presented for the enlargement of the export trade of that country, through the check given by the war to the trade of Germany and Austria-Hungary. It was here pointed out that these remarks were also to a large extent applicable to Canada, and some of the openings were mentioned that had been made available for Canadians, through the withdrawal of German competition from the sphere of world trade. It is now possible to give a more detailed examination of the opportunities hereby presented for the extension of Canadian trade. There is, therefore, published in this issue tables giving the imports into Canada from Germany and from Austria-Hungary for the past five years. The commodities enumerated in these tables can no longer be obtained from these countries on account of the stoppage of their export trade, due to the war. Canada must henceforth, therefore, obtain these goods elsewhere. This presents two possibilities for increased trade in other directions:—

- (1) Canadians may themselves make up a part of the deficiency thus created by increased production at home.
- (2) Other countries, including the United Kingdom and other parts of the Empire, are given the opportunity of increasing their sales to Canada.

An examination into the kind of commodities comprised in Germany's exports to Canada will indicate in how great a measure each of these two prospects may be fulfilled.

IMPORTS FROM GERMANY INTO CANADA.

Last year Germany's trade with Canada outstripped that of France with the Dominion, and as a result she ranked third among the countries with which Canada carries on trade, coming after the United States and the United Kingdom. In the year ending March 31, 1914, Canada imported from Germany goods worth \$14,686,069, and she exported to Germany goods to the value of \$4,433,736, thus giving a total trade with Germany of the value of \$19,119,806. Of the total amount of goods imported from Germany, \$11,176,198 worth was subject to duty, the remaining \$3,509,871 worth being admitted free. It is thus seen that Germany up to the outbreak of the present war had obtained a material foothold in the Canadian market, which will be lost during the progress of the war. The deficiency thus created presents, therefore, an exceptional opportunity for the Canadian producer to supply to a larger extent than in the past the requirements of his home market. The significance of this opportunity can be best gained by inquiring of what this great body of Germany's exports to Canada consists.

TRADE AND COMMERCE

KINDS OF MERCHANDISE IMPORTED.

But a small proportion of Canada's purchases from Germany consist of raw materials or foodstuffs, the great bulk being comprised of finished manufactured products. It is this fact which causes Germany's trade with Canada to be considered much a *luxury* one. For the most part Germany has been sending to Canada in the past considerable quantities of iron and steel goods, such as tubing, steel tires, cutlery, machinery, wire, &c., also a great variety of hardware, lamps, clocks, jewellery, electrical apparatus, scientific instruments, musical instruments, earthenware and glassware. All kinds of dry goods, cotton and woolen goods, hosiery, gloves, fancy goods, toys, dolls, buttons, combs, &c., have also been purchased. Drugs, chemicals, paper, paints, furs, tobacco and sugar and molasses also account for a large share of the imports into Canada from Germany. German manufacturers have established a reputation for careful and thorough workmanship and they excel in anything requiring minute execution and exactness of finish. If Canadian manufacturers, however, carefully study the situation and adapt themselves accordingly they ought to be in a position to supply a considerable quantity of what was up to the outbreak of the war formerly supplied by Germany. It might, therefore, be well to consider at somewhat greater length those commodities, by the supplying of which it is thought Canadians have a chance to gain through the check given to Germany's trade by the war.

IRON AND STEEL GOODS, HARDWARE, ETC.

Perhaps one of the most widespread effects of the present war on the Canadian import trade will result from the cutting off of the supplies of iron and steel goods, hardware, &c., that have been coming from Germany. For the year ended March 31, 1914, iron and steel goods accounted for \$2,824,900, or nearly one-fifth of the total import of German goods into Canada. A great assortment of goods goes to make up this amount, among them being included tubing to the value of \$539,130, and steel tires for locomotives, &c., to the value of \$348,059. Of special significance are Canada's purchases of cutlery from Germany, which amounted for the year concerned to \$379,890. This is second only to the imports of cutlery from the United Kingdom, and exceeds those from the United States by over \$150,000. German machinery was last year bought by Canadians to the extent of \$252,689, while other iron and steel goods imported included wire of a value of \$140,523; angles, beams, &c., worth \$185,138; billets to the extent of \$68,728; tools and implements worth \$66,724, and iron and steel ware proper to the value of \$93,037. This great assortment of goods being no longer obtainable from Germany, it rests with the Canadian iron and steel manufacturers to see that a large proportion of them are supplied at home.

A great variety of small hardware has been exported from Germany to Canada every year. The Canadian tables do not enumerate the specific articles of hardware imported except in the case of iron and steel goods. The following figures, however, of the principal metals and manufactures thereof, other than iron and steel, imported from Germany last year, will give some idea of the extent of the import trade in German hardware. The figures are comprised in large part of finished manufactured products:—

Metal—	Value.
Brass	\$130,389
Zinc	108,736
Copper	52,206
Tin	29,763

MISCELLANEOUS GOODS.

There were imported into Canada last fiscal year lamps, lanterns, chandeliers, &c., of German manufacture of a value of \$137,710, and German clocks and parts thereof of a value of \$129,790. It is in the manufacture of such articles, requiring thorough

workmanship, that the Germans excel. Somewhat the same applies to jewellery, of which Canadians last year purchased from Germany to the value of \$151,560.

The total import of electrical apparatus from Germany amounted to \$204,388. Canadian manufacturers of electrical apparatus should be in a position to capture a good share of this total, as should also be the case with the \$190,476 worth of musical instruments that were last year imported from Germany.

CHINAWARE AND GLASSWARE.

A large part of the imports of China and earthenware and glassware into Canada from Germany consists of articles for use on the dinner table. Thus out of a total import of china and earthenware of a value of \$300,375, some \$259,123 consisted of tableware. The same may be said to apply to the \$276,221 worth of glassware imported from Germany in 1913-14.

DRY GOODS, TEXTILES, ETC.

A reference to the table, appended below, of the imports into Canada from Germany will show that a large proportion of these imports is made up of merchandise usually classified under the head of textiles. Thus from the figures for 1913-14 we find the following:—

Wool and manufactures of.....	\$1,004,965
Cotton and manufactures of	899,728
Silk and manufactures of.....	255,808
Flax, hemp, jute and manufactures of.....	70,385
Total	\$2,230,886

The great bulk of this total is comprised of manufactured goods, the amount of raw wool, cotton, flax, &c., imported from Germany being not inconsiderable.

HOSIERY.

Socks and stockings go up to make a large part of the above total. Canadians last year purchased from Germany socks and stockings of cotton to the value of \$400,740; of wool to the value of \$55,820; and of silk to the value of \$47,316. A total imports of socks and stockings from Germany of the value of \$503,876.

WOOLLEN GOODS.

Woollen fabrics worth \$326,680 were imported into Canada last year from Germany. There was also imported outside garments of wool to the value of \$101,299; woollen knitted goods worth \$98,399; and woollen carpets worth \$69,827. Purchases of German woollen goods have, therefore, been of considerable amount in the past, and now that this source of supply has been cut off an opportunity would seem to be presented for the extension of the Canadian woollen industry, the annual product of which amounts to nearly \$5,750,000.

COTTONS.

Turning next to cotton goods, the Canadian manufacturers of which produce some \$24,500,000 worth of goods each year, we find that Germany last year sent to Canada cotton fabrics worth \$140,241; lace to the value of \$107,822; sheets, bed quilts, &c., of cotton to the value of \$31,717, and cotton spool thread to the value of \$25,027.

Other textile goods imported from Germany last year included silk fabrics of a value of \$153,756, and linen goods worth \$35,876.

TRADE AND COMMERCE

GLOVES AND MITTS.

Gloves and mitts are an item of Canada's imports from Germany that has of late years shown substantial increases, and in 1913-14 amounted in value to \$335,843. The war will have the effect of completely cutting off these imports of gloves and mitts; herein, therefore, it would seem is an opportunity for the Canadian producer. In 1910 there were thirty-five manufacturers of gloves and mittens in Canada, and they produced an annual product worth nearly \$3,000,000.

FANCY GOODS.

The total value of Canada's imports of fancy goods last year amounted to \$4,879,131, and of this total Germany supplied \$1,139,993. Of this amount, however, \$581,009 worth, or over one-half, consisted of toys and dolls. Canadians derived over half of their supplies of toys and dolls for that year from Germany. During the progress of the war, however, they must seek elsewhere for their supplies of these articles. Other items imported from Germany under the head of fancy goods included lace and lace collars, valued at \$156,100; hat trimmings, \$121,033; fancy cases, \$81,066; and braids, bracelets, cords, &c., \$76,768 in value.

Two other large items in Canada's imports from Germany consist of buttons and of combs; of the former, \$36,791 worth, and of the latter, \$60,531, were imported during 1913-14.

DRUGS, CHEMICALS AND PAINTS.

The total import of drugs, dyes and chemicals into Canada from Germany during the last fiscal year amounted to a value of \$785,852. Of this amount, however, the only dutiable item imported to any extent was medicinal preparations, of which \$59,512 worth was imported. Most of the other items consisted of articles such as could not be obtained in Canada. Germany also supplied Canada during the same year with \$199,937 worth of paints and colours. It would seem that a large proportion of this might be obtained at home now that German competition has been withdrawn as a result of the war.

PAPER AND STATIONERY.

Germany is a great paper exporting country, her shipments to Canada last year amounting in value to \$350,187. Now that Germany can no longer ship paper overseas, the Canadian paper industry should be in a position to supply a large part of the above amount. Packages and parcels were also during the same year purchased from Germany to the value of \$160,659, while in the way of stationery Germany sent pocket books worth \$95,328 and pencils worth \$79,345.

FURS, HIDES AND SKINS.

Germany sends every year to Canada a large amount of furs and fur goods. In 1913-14 this amounted in value to \$667,267. Over two-thirds of this amount, however, consisted of undressed furs and was admitted free of duty. The imports from Germany of hides and skins other than furs amounted in the same year to \$176,641.

BROOMS AND BRUSHES.

Canadian manufacturers of brooms and brushes have been seeking to extend their sales abroad, yet that they by no means control their home market is shown by an import from Germany in 1913-14 of brooms and brushes worth \$45,276.

RUBBER AND HOPS.

A considerable amount of gutta percha and manufactures thereof has been obtained from Germany in recent years. Last year this amounted in value to \$150,945, half of which was made up of unmanufactured gutta percha and was admitted free of duty. The imports of hops into Canada from Germany in 1913-14 were valued at \$63,413.

PROSPECTS FOR INCREASED INTERIMPERIAL TRADE.

Some of the articles in the list of Germany's exports to Canada are of such a nature that Canadian producers cannot hope to make up the deficiency created by the stoppage of Germany's supplies. In these cases, however, there is an opportunity for other countries to increase their exports to Canada, and it is possible that this may have the reciprocal effect of increasing the demand in these countries for Canadian goods. It is to be hoped, moreover, that this may result also in an increase of trade between the different parts of the Empire. In the first place the opportunity is given to producers in the United Kingdom and other parts of the Empire to increase their sales to Canada. Thus assuming that Great Britain retains the command of the seas, United Kingdom manufacturers should send to Canada an increased quantity of cotton and woollen goods, hosiery, gloves, &c., also iron and steel goods, hardware, cutlery, &c., in those qualities and kinds formerly supplied by Germany and which cannot be as advantageously made in Canada.

The West Indies and other parts of the Empire also should benefit by the cessation of the import of sugar and molasses into Canada from Germany. For the last fiscal year this amounted to a value of \$1,001,716. This consisted for the most part of beet sugar. The total import of sugar and molasses into Canada for the same period was valued at \$16,353,440. Germany has also been sending to Canada in recent years a large amount of unmanufactured tobacco, and last year the record figure of \$272,937, as the value of the total import of tobacco from Germany was reached.

TABLE OF IMPORTS FROM GERMANY.

The above is a somewhat summary survey of the principal articles imported into Canada from Germany, special emphasis being attached to those articles, of which it is hoped Canadians may be able to supply a part of what was formerly purchased from Germany. For further and more detailed information the schedules of the imports from Germany for the five years 1910 to 1914 are given below, and afford further indication of the diversified nature of the articles hitherto obtained from Germany:—

The Principal Articles Imported into Canada from Germany, Years ended March 31, 1910 to 1914.

Articles	1910.		1911.		1912.		1913.		1914.		
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	
Ale, beer and porter	Dut. Galls.	13,433	5,366	25,165	8,896	49,236	15,064	51,823	21,976	72,823	33,981
Animals, living	Free	240	240	.....	.....	.....	100	.....	39	.....	.....
Articles and other goods, the produce of Canada re-imported within five years .....	.....	2,058	.....	4,525	.....	290	.....	1,023	.....	2,911	.....
Articles for the personal or official use of Consuls (general, &c.) .....	.....	8,106	.....	623	.....	519	.....	618	.....	3,696	.....
Asphaltum or asphalt, solid	Dut	14,528	.....	1,515	.....	3,503	.....	2,026	.....	17,521	.....
Baskets of all kinds, N.O.P.	Free	5,039	.....	13,296	.....	16,640	.....	23,969	.....	29,431	.....
Belts of all kinds, N.O.P., except silk	Free	2,255	.....	3,406	.....	1,563	.....	1,191	.....	485	.....
Blast furnace slag .....	.....	2,255	.....	.....	.....	814	.....	.....	.....	567	.....
Books, periodicals, &c.:											
Bibles, prayer books, psalm and hymn books, &c.	Free	7,612	.....	3,900	.....	7,169	.....	4,265	.....	4,802	.....
Books, printed, periodicals and pamphlets or parts thereof, N.O.P.	Dut	5,809	.....	2,807	.....	4,824	.....	2,221	.....	5,735	.....
Books not printed or reprinted in Canada, for use of colleges, &c., free libraries, &c., and law societies and being the property of the organized authorities of such library and not in any case the property of individuals.	Free	2,216	.....	3,563	.....	6,022	.....	7,911	.....	6,205	.....
Books on the application of science to industries of all kinds, also books printed in any language other than the English and French languages, or in any two languages, not being English or French, or in any three or more languages. ....	.....	4,903	.....	4,963	.....	6,422	.....	10,093	.....	7,804	.....
Labels for cigar boxes, fruits, vegetables, meats, fish, confectionery and other goods and wares; also shipping, price or other tags, tickets or labels; and railroad or other tickets whether lithographed or printed or partly printed, N.O.P.	Dut	24,638	.....	32,140	.....	38,757	.....	34,637	.....	35,884	.....

The Principal Articles Imported into Canada from Germany, Years ended March 31, 1910 to 1914—Continued.

ARTICLES.	1910.		1911.		1912.		1913.		1914.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Cair and coir yarn.....	Free. Lbs.	61,754	2,311	16,464	648	2,639	82,320	4,842		
Collars and cuffs.....	Dut.	4,744	17,820	14,600	4,955	4,297				
Combs.....	"	49,142	70,704	69,228	81,507	60,331				
Cordage, rope and twine.....	{ Free.	209	1,274	1,434	4,098	1,108				
Cotton and mfrs. of :—										
Clothing :—										
Blouses and shirtwaists.....	Dut.	3,143	7,086	4,638	6,775	3,333				
Shawls.....	"			7,45	1,457	2,104				
Shirts.....	"	127	2,678	291	2,075	486				
Socks and stockings.....	" Doz.	276,856	570	1,457	928	116				
Undershirts and drawers.....	"		334,117	304,687	441,898	400,740				
Other clothing, N.O.P.....	"			928	604	1,962				
Embroideries, white and cream.....	"			24,669	38,076	64,660				
		31,512		33,437	47,007	29,650				
Fabrics :—										
Belting of all kinds, except rubber and leather.....	"	203	1,698	7,075	5,436	5,362				
Bookbinders' cloth.....	Free	109		1,659	2,124	2,925				
Gray, unbleached.....	Dut. Yds.	1,474	2,465	8,632	6,131	1,223				
Printed, dyed or coloured, N.O.P.....	"	117,199	242,211	32,583	36,137	6,710				
Velvets, velveteens and plush, N.O.P.....	Dut. Yds.	36,327	44,219	16,153	22,669	506,804				
White or bleached.....	"	35,519	66,997	4,953	72,351	88,987				
Lace, white or cream-coloured.....	"			114,021	45,674	33,073				
Sheets, bed quilts, pillow cases and damask of cotton in the piece, including uncoloured table cloths or napkins of cotton.....	"			152,904	226,904	8,641				
Thread, sewing, in hanks.....	"	753	11,378	27,411	44,017	107,822				
" " " on spools.....	"	1,748	2,601	3,711	544	31,717				
Yarn, knitting, hosiery or other cotton yarns.....	"	1,186	679	1,860	17,639	773				
Yarn, No. 40 and finer.....	"	484	140	275	1,339	25,027				
Yarn, polished or glazed, when imported by manufacturers of shoe laces.....	Free	13,399	20,877	37,781	17,797	1,553				
	"	1,401	5,540	1,397	40,777	2,732				
	"			1,170	1,100	294				

Other cottons, &c.	{ Dut. Free.	12,887	23,121	32,352 151	59,692	87,234
Total cotton and mfrs. of.	{ Dut. Free.	566,397 14,909	697,164 25,514	687,966 43,757	1,020,516 19,921	893,777 5,951
Curtains and shams.	Dut.	614	860	662	757	1,228
Drugs, dyes, chemicals, &c.:						
Acids	{ Dut. Free.	5,581 1,703	4,948 5,837	6,981 7,203	13,793 8,029	11,795 13,357
Alum in bulk only, ground or unground, and alum cake.	Dut. Lbs. Free Lbs.	212,398 1,985	10,880 3,500	173,854 1,570	15,540 1,393	1,856,802 180,576
Ammonia, nitrate of.		53,624				
Aniline and coal tar dyes, soluble in water, in packages of not less than 1 lb. weight, including alizarine and arti- ficial alizarine.	" "	781,870	1,058,910	181,960	1,141,792	223,871
Antimony salts, viz.: Tartar emetic, chlorine and lactate (antimonyne).	" "	13,110	2,666	9,296	15,510	1,179
Arsenic, sulphide of.	" "	51,009	2,630	17,850	35,285	17,720
Chloride of lime and hypo-chlorite of lime, in packages of not less than 25 lbs.	" "	471,167	1,701	282,663	252,599	444,475
Cyanide of potassium, cyanide of sodium and cyanogen bromide for reducing metals in mining operations.	" "	3,639	51	7	12,196	1,715
Dextrose, dry.	Dut.	210,740	17,761	387,043	5,360	176,809
Dyeing or tanning articles in a crude state, used in dyeing or tanning, N.O.P.	Free "	76,818	291,341	202,323	7,813	147,356
Gelatine and isinglass.	Dut.	20,780	14,037	24,953	33,156	35,772
Glycerine, crude, for the manufacture of refined glycerine.	Free. Lbs.		38,140	4,034	17,650	387,346
Glycerine for the manufacture of ex- plosives.	" "		29,870			55,186
Glycerine, N.O.P.	Dut.				3,106	9,353
Indigo	Free.				16,770	
Indigo, paste and extract of.	" "				11,872	20,388
Medicinal, chemical and pharmaceutical preparations, including proprietary preparations.	Dut.					
Potash, bichromate of, crude.	Free. Lbs.	12,707	19,912	22,764	55,064	59,512
" muriate and sulphate of.	" "	852,978	6,621	1,864	4,012	808
" nitrate of, or saltpetre.	" "	286,088	29,663	591,955	81,756	74,227
" red and yellow prussiate of.	" "	46,947	21,104	23,821	32,148	25,708
Quinine, salts of.	Ozs.	15,320	623	8,497	10,775	7,259
Sal ammoniac.	" Lbs.	23,244	2,068	2,690	4,405	2,673
Soda, bi-chromate of.	" "		2,279	6,411	14,056	297,069
Soda, nitrate of, or cubic nitre.	" "	633,468	2,910	1,285	78,645	14,834
" prussiate and sulphite of.	" "	474	6,954	5,721	4,917	2,373
	" "		2,709	1,284	15,371	8,568

The Principal Articles Imported into Canada from Germany, Years ended March 31, 1910 to 1914

ARTICLES.	1910.		1911.		1912.		1913.		1914.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Drugs, dyes, chemicals, &c. :— <i>Con.</i>										
Sodium, sulphuric acid	114,142	1,404	279,413	3,040	256,320	2,875	404,130	4,036	263,065	3,614
Sulphuric acid, chloroform and solution of peroxides of hydrogen	Dut.	3,484	17,632	3,173	18,010	3,525	13,260	2,438	3,821	3,821
Tartaric acid and crystals	Free.	13,800	10,000	20,876	17,825	31,408	172,968	39,389	181,799	12,853
Other drugs, &c.	(Dut.)	33,222	57,879	63,439	63,439	80,082	80,082	80,082	115,807	115,807
	(Free.)	8,811	12,815	26,767	26,767	31,506	31,506	31,506	306,777	306,777
Total drugs, &c.	(Dut.)	96,002	119,976	125,662	125,662	194,418	194,418	194,418	227,386	227,386
	(Free.)	24,819	325,952	386,425	386,425	556,457	556,457	556,457	556,456	556,456
Earthenware and chinaware :—										
China and porcelain ware, N.O.P.	Dut.	13,736	16,210	10,732	10,732	11,454	11,454	11,454	7,154	7,154
C. C. or cream-coloured ware, decorated, printed or sponged, and all earthenware, N.O.P.	"	10,969	12,905	13,527	13,527	21,791	21,791	21,791	26,120	26,120
Table ware of china, porcelain, white granite or limestone	Dut.	131,558	173,625	239,415	239,415	300,386	300,386	300,386	259,123	259,123
Other earthenware, &c.	"	2,099	16,576	11,948	11,948	9,493	9,493	9,493	10,868	10,868
Total earthenware, &c.	"	166,462	218,914	295,672	295,672	343,357	343,357	343,357	300,395	300,395
Electric apparatus :—										
Carbons, electric light, and carbon points, of all kinds	(Dut. M.)	1,306	14,031	1,155	17,989	1,652	25,483	25,483	13,398	13,398
Electric apparatus, N.O.P., insulators of all kinds, &c., electric and galvanic batteries, telegraph and telephone instruments	(Free.)	8	8	209	209	2,161	2,161	2,161	2,161	2,161
Electric motors, generators, dynamos and sockets	Dut.	5,375	43,125	29,369	29,369	79,739	79,739	79,739	141,252	141,252
Other electric apparatus	"	100	297	3,891	3,891	2,771	2,771	2,771	15,709	15,709
Total electric apparatus	(Dut.)	1,127	2,800	608	608	1,818	1,818	1,818	4,128	4,128
	(Free.)	20,199	62,253	51,857	51,857	109,871	109,871	109,871	204,388	204,388
Embroideries, N.O.P.	Dut.	7,174	16,256	18,480	18,480	21,750	21,750	21,750	18,618	18,618

Fancy goods:—		Dut.	1,114	2,189	2,135	1,767	3,182
Bead ornaments							
Boxes, fancy ornamental cases and writing desks, &c.		36,346	58,309	70,419	63,280		81,066
Brads, bracelets, cords, &c.		104,765	115,557	132,624	141,124		76,768
Cases for jewellery, watches, silverware platedware and cutlery		7,284	4,246	7,358	22,146		38,102
Feathers, fruits, grains, leaves and flowers, artificial, suitable for ornamenting hats							
Feathers, fancy, undressed		58,632	61,035	76,152	127,648		121,033
Feathers, fancy, N.O.P., and manufactures of feathers, N.O.P.		82	3,768	5,876	7,302		23,915
Lace, lace collars and similar goods, &c.		40,885	32,743	36,271	16,979		32,223
Statues and statuettes of any material		98,394	123,880	141,598	196,238		156,100
Toys and dolls of all kinds		4,643	6,126	11,856	11,831		14,464
Other fancy goods		249,919	401,081	441,062	534,010		581,009
		4,224	4,086	4,295	3,401		12,131
Total fancy goods		606,258	812,950	922,641	1,127,726		1,139,993
Feathers, bed and other, N.O.P.							
Fertilizers		17	2,460	7,013	14,316		8,351
Flax, hemp, jute and mfrs. of:—		34	5,850	11,896	7,849		2,448
Carpeting, rugs, matting and mats of hemp or jute							
Damask of linen, uncoloured, in the piece, stair linen, diaper, doilies, tray cloths, uncoloured table cloths or napkins of linen, quilts, counterpanes, pillow cases of linen and sheets		350	1,395	6,399	358		591
Fabrics, brown or bleached, unbleached, printed, dyed or coloured							
Hemp, dressed or undressed							
Towels							
Other flax, &c.							
Total flax, hemp, jute, &c.							
Furs and mfrs. of:—							
Fur skins, wholly or partially dressed							
Fur skins of all kinds, not dressed in any manner, N.O.P.							
Other furs, &c.							
Total furs and mfrs. of							

The Principal Articles Imported into Canada from Germany, Years ended March 31, 1910 to 1914—Continued.

ARTICLES.	1910.		1911.		1912.		1913.		1914.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Glass and mfrs. of:—										
Common and colourless window glass.	Dut. Sq. ft.									
German looking glass (tin plate) unsilvered or for silvring.	18,273	587	68,609	1,817	12,769	1,138	88,533	3,410	82,491	\$ 2,708
Glass balls and cut, pressed or moulded crystal glass tableware, blown glass tableware, and other cut glassware.		97		126		19				56
Glass carboys or demijohns, bottles, decanters, flasks or phials.		23,757		39,595		45,847		64,766		55,095
Lamp chimneys, glass shades or globes.		39,200		95,009		65,200		63,248		81,114
Plate, colored, opaque, stained or tinted or muffled glass in sheets.		12,787		19,252		30,954		38,769		49,492
Plate glass, not bevelled, in sheets or panes.	Sq. ft.	23,154	1,899	127	9,840	1,226	4,455	396		1,509
Silvered glass, bevelled or not, framed or not framed.	" "		30,361	7,197	71,599	18,888	68,139	13,203	36,055	7,091
Other glass, &c.	" "			21,200		27,354		31,140		30,577
		14,235		20,444		40,292		43,094		48,589
		21,033								
		2,141								
Total glass and mfrs. of		114,937		213,767		280,918		256,017		276,221
	{ Dut.									
	{ Free									
Gloves and mitts.	Dut.			193,493		255,258		380,657		385,843
Glue, glue stock and mucilage:—										
Glue, powdered or sheet.	Dut. Lbs.	300,941	389,147	25,358	363,212	23,003	460,766	32,310	491,318	35,789
Other glue, &c.	{ " { Free			397		4,710		2,417		2,600
Total glue, &c.	{ Dut.			26,665		27,713		34,627		38,380
	{ Free									
Grasses, fibres and straw and mfrs. of.	{ Dut.			16,201		5,353		5,197		7,555
	{ Free			891		742		3,247		1,531
Grease.	{ Dut. Lbs.	5,146	2,620	120	3,245	95	1,671	127	5,477	367
Gunpowder, explosives, &c.	{ Free	258,525	286,508	7,828	454,810	10,085	222,320	8,982	192,250	10,146
	Dut.	3,195		2,915		3,640		32,005		51,698

Gutta-percha, India-rubber and mfrs. of:— Rubber and gutta-percha, crude caout- chouc or India-rubber unmanufactured	{
Other gutta-percha, &c.	{
Total gutta-percha, &c.	{
Hair and mfrs. of.	{
Hats, caps and bonnets.	{
Hides and skins, other than fur	{
Hops.	{
Ivories, piano key	{
Jewellery.	{
Laces, boot, shoe, shirt and stay	{
Leather and mfrs. of:— Calf, kid or goat, lamb and sheep skins, dressed, waxed or glazed	{
Glove leathers, tanned or dressed, col- oured or uncoloured, for the manu- facture of gloves	{
Japanned, patent or enamelled leather in and Morocco leather and leather in imitation of Morocco leather.	{
Skins for Morocco leather, tanned, but not further manufactured	{
Upper leather, including dongola, cor- dovan, kangaroo, alligator and all leather, dressed, waxed or glazed, or further finished than tanned, N.O.P.; and chamois skins.	{
Other unmanufactured leather	{
Boots and shoes.	{
Other manufactures of leather	{
Total leather and mfrs. of	{
Magic lanterns and slides therefor.	{
Metals and minerals and mfrs. of:—	{
Brass and mfrs. of	{
Copper and mfrs. of	{
Gold and silver and mfrs. of:— Gold silver and aluminum leaf, Dutch or schlag metal leaf	{

Free. Lbs.	5,096	6,310	16,651	22,499	61,343	53,031	103,762	92,578	69,002	50,558
of Dut.		40,693		47,885		50,463		89,287		96,895
of Free.				621		56		3,930		3,492
Dut.		40,693		47,885		50,463		89,287		96,895
Free.		6,310		23,120		53,087		96,508		54,050
Dut.		4,127		7,291		8,308		5,917		3,040
Free.		5,555		13,388		10,132		7,490		5,614
Dut.		2,632		8,001		9,750		56,677		72,173
Free.		24,398		14,746		17,001		16,046		48,051
"		282,250		174,034		182,276		148,415		176,641
Dut. Lbs.	13,589	2,852	63,769	17,851	27,535	15,627	175,951	56,674	124,167	63,413
Free.		68,423		88,708		88,039		102,254		93,553
Dut.		74,738		141,300		171,247		175,246		151,560
"		9,116		8,016		2,093		4,679		1,152
Dut. Lbs.	12,785	7,517	13,917	7,023	9,855	7,439	2,310	1,625		1,421
"		20,711	34,170	31,651	10,950	10,474		16,598		23,675
"	550	911	1,138	1,151	465	800				1,288
"	497	812	7,741	4,270						
"	1,212	414	1,681	1,399	2,394	1,022	135	108		2,206
"		4,134		6,170		6,662		19,557		8,013
"		395		3,271		2,204		20,463		20,406
Dut		3,000		2,315		3,479		3,039		3,682
"		39,471		57,250		32,089		61,390		60,691
"		8,208		7,353		4,044		4,040		3,374
Dut		24,705		55,852		57,198		49,145		71,336
Free.		4,944		13,800		26,312		45,592		59,053
Dut.		4,567		2,975		2,612		1,428		1,620
Free.		295		668		2,750		34,962		50,586
Dut.		31,463		32,034		35,829		36,694		31,359

The Principal Articles Imported into Canada from Germany, Years ended March 31, 1910 to 1914—Continued.

ARTICLES.	1910.		1911.		1912.		1913.		1914.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Metals and minerals and mfrs. of:— Other gold, &c.		\$		\$				\$		\$
(Dut.		10,375		10,432		17,886		24,492		27,244
(Free										
Total gold, &c.		41,888		42,466		53,215		61,186		78,603
Iron and steel and mfrs. of:— Angles, beams, channels and other rolled shapes of iron or steel, not punched, drilled or further manufac- tured than rolled, weighing not less than 35 lbs. per lineal yard, not being square, flat, oval or round shapes, and not being railway bars or rails.....	Dut. Cwt. 62,103	66,242	52,611	62,886	67,708	77,643	35,968	46,424	48,324	59,684
Angles, beams, channels, girders, ties and other rolled shapes or sections, not punched, drilled or further manufactured than rolled, N.O.P....	" " 2,454	2,211	1,217	1,416	1,094	1,786	535	603	20,099	25,504
Axle and axle parts, N.O.P., and axle blanks and parts thereof, of iron or steel, for railway, tramway or other vehicles.....	" " 7,300	13,743	12,387	25,947	10,498	25,670	13,291	27,628		2,113
Balls, steel, adapted for use on bear- ings of machinery and vehicles.....	" "	3,512	.....	4,980	.....	3,920	.....	7,652	.....	1,757
Bars, bands, hoops, scroll or strip, sheet or plate, rolled, or cast steel of any size, thickness or width, galvanized or coated with any material or not, and steel blanks for the manufacture of milling cutters, when of greater value than 3½ cts. per lb.....	" Cwt. 666	15,422	1,668	9,916	729	5,964	315	1,532	2,942	17,263
Billets, of iron or steel, weighing not less than 60 lbs. per lineal yard....	" Cwt. 15	29	34,175	30,804	44,711	44,364	351	515	70,058	68,728
Outlery, Pen-knives, jack-knives and pocket- knives of all kinds.....	"	5,703	.....	14,487	.....	19,499	.....	30,363	.....	28,514

Knives and forks of steel, plated or not, N.O.P.	Dut.	12,499	12,075	14,930	67,759	58,957
All other cutlery, N.O.P.	"	167,954	222,837	333,238	302,015	292,389
Ferro-silicon, spiegeleisen and ferro-manganese.	" Tons.				6,199	194,999
Gas buoys—Articles for the manufacture of	Free	336	13,621	14,458	6,411	2,299
Guns, rifles, including air guns and air rifles (not being toys), muskets, cannons, pistols, revolvers or other firearms.	Dut	19,039	9,542	12,327	22,224	31,623
Hoop, band, scroll or strip, rolled.	" Cwt.	2,591	1,322		2,057	11,851
Ingot, cogged ingots, blooms, slabs, puddled bars, and loops or other forms, N.O.P., less finished than iron or steel bars but more advanced than pig-iron, except castings.	"				985	6,173
Locks of all kinds.	"			15,932		
Machinery—	"	5,057	14,539	14,781	4,817	4,854
Carding, spinning, weaving or braiding machinery, of a class or kind not made in Canada.	"	20,655	11,317	8,592	8,457	30,881
Printing presses.	"	5,023	2,536	5,395	7,067	14,247
Ruling, folding, binding, embossing, creasing or cutting machinery, when for use exclusively by printers, bookbinders and by manufacturers of articles made from paper or cardboard, including parts thereof.	Dut. No.	1	4,135	5,574	7,815	8,461
Sewing machines.	"	72	8,566	2,830	1,691	3,713
Well-drilling and apparatus of a class or kind not made in Canada for drilling for water, natural gas or oil and for prospecting for minerals, not including motive power.	Free					
Other machinery.	{ Dut. 5,079			23,069		
	{ Free 220,975			203,120	241,193	185,938
			6,186	5,598	15,579	9,449
	{ Dut. 93,066		247,579	225,511	266,223	243,240
	{ Free 174,992		11,265	28,667	15,579	9,449
Total machinery.	Dut.	7,017				
Plates not less than 30 inches in width and not less than 4 inch in thickness, N.O.P.	Dut. Cwt.	53,339	97	122	8,018	10,711
Plate, steel, universal mill or rolled edge plates over 12 inches wide, imported by manufacturers of bridges or of structural work or for use in car construction.	"					
Pumps, hand, N.O.P.	" No.	7,236	210	5,864	22,532	15,312
Rails for railways and tramways.	" Tons	4,904	6,837	10,215	8,589	21,279
		132	2,817	196	85	2,289

The Principal Articles Imported into Canada from Germany, Years ended March 31, 1910 to 1914 *Continued.*

ARTICLES.	1910.		1911.		1912.		1913.		1914.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Metals and minerals and mfrs. of:—<i>Con.</i>										
Iron and steel and mfrs. of:— <i>Con.</i>										
Skates of all kinds, roller or other, and parts thereof.....	70,181	30,359	74,196	45,355	57,704	46,991	56,050	54,975	.....	49,880
Skelp, sheared or rolled in grooves, for the manufacture of wrought iron or steel pipe.....	.....	.....	28,333	40,246	.....	.....	.....	.....	.....	.....
Stoves of all kinds, for coal, wood, oil, stoves or gas.....	.....	5,696	.....	.....	.....	.....	.....	.....	.....	.....
Surgical and dental instruments of metal and surgical needles, surgical operating tables for use in hospitals, X-ray apparatus and parts thereof, and microscopes valued at not less than \$50 each by retail.....	.....	12,996	.....	20,708	.....	27,394	.....	31,396	.....	42,981
Tires, locomotive and car wheel of steel in the rough.....	113,893	270,806	157,717	347,655	124,601	275,712	141,829	326,982	156,817	348,059
Tools and implements.....	.....	40,586	.....	30,623	.....	33,459	.....	60,902	.....	66,734
Tubing.....	.....	12,941	.....	36,774	.....	36,774	.....	247,887	.....	247,887
Ware—Agate, granite or enamelled iron and steel ware, also iron or steel hollow-ware, &c.....	.....	95,650	.....	110,389	.....	137,493	.....	273,409	.....	261,245
Wire.....	1,034,718	16,222	.....	31,229	.....	40,888	.....	82,410	.....	98,087
Wire rods, rolled, round, in the coil, not over 8-inch in diameter, for making wire in the coil.....	33,761	40,727	632,879	35,515	2,433,398	63,313	.....	19,581	.....	32,877
Other iron and steel, &c.....	.....	71,387	60,675	129,355	40,307	83,421	28,318	54,354	41,884	87,646
.....	.....	.....	18,425	25,088	19,010	11,085	.....	.....	43,578	51,574
.....	.....	103,699	.....	170,484	.....	197,260	.....	197,260	.....	272,098
.....	.....	4,374	.....	7,785	.....	25,518	.....	11,758	.....	116,185
Total iron and steel and mfrs. of:—	Dut.....	678,268	Dut.....	1,080,565	Dut.....	1,115,331	Dut.....	1,404,375	Dut.....	1,875,464
Free.....	630,801	667,956	Free.....	667,956	Free.....	603,258	Free.....	719,589	Free.....	949,436
Lead and mfrs. of.....	Dut.....	87	Dut.....	5,892	Dut.....	4,459	Dut.....	6,246	Dut.....	7,026
Free.....	47	1,437	Free.....	1,437	Free.....	2,296	Free.....	1,431	Free.....	3,415
Tin and mfrs. of.....	Dut.....	5,099	Dut.....	5,075	Dut.....	8,422	Dut.....	7,197	Dut.....	11,411
Free.....	11,289	16,688	Free.....	16,688	Free.....	18,294	Free.....	19,681	Free.....	18,352

Zinc and mfrs. of.	{ Dut. Free	85. 74,272	22. 36,164	242. 45,627	182. 350,435	319. 108,417
Miscellaneous metals and minerals and mfrs. of:—						
Aluminum in ingots, blocks, bars, rods, strips, sheets or plates.	Free.	64,709				37,497
Aluminum, manufactures of, N.O.P.	Dut.	10,351	5,180	421	1,500	18,728
Asbestos, in any form other than crude and all manufactures of.	"	2,885	5,776	9,113	14,318	5,599
Buckles and clasps of iron, steel, brass or copper, of all kinds, N.O.P. (not being jewellery).	"	2,592	4,143	4,774	4,436	
Frames, not more than 10 in. in width, clasps and fasteners, for the manufacture of purses and chapeleine bags or reticules.	Dut.	3,259	3,735	2,277	3,271	3,913
Gas, coal oil or other lighting fixtures, including electric light fixtures or parts thereof of metal, lava or other tips, burners, collars, galleries, shades and shade holders.	"	627	2,398	4,417	3,201	1,718
German, Nevada and nickel silvet, manufactures of, not plated.	"	5,464	3,592	5,834	9,567	17,735
Lamps, side lights and head lights, lanterns, chandeliers.	"	658	2,900	1,471	666	656
Nickle-plated ware, N.O.P.	"	13,590	47,279	123,158	177,687	137,710
Pins, N.O.P.	"	6,705	11,623	17,379	19,107	31,435
Ribs of brass, iron or steel, runners, rings, caps, notches, ferrules, mounts and sticks or canes in the rough, or not further manufactured than cut into lengths for umbrellas, parasols, sunshades or walking sticks.	Free.	33,762	41,427	30,872	42,955	23,459
Other miscellaneous metals, &c.	{ Dut. Free	6,697	12,433	12,731	20,850	17,230
Total miscellaneous metals, &c.	{ Dut. Free	44,742	97,354	185,232	257,420	238,657
Total metals and minerals, and mfrs. of.	{ Dut. Free	44,113	47,475	31,942	45,996	61,254
Mineral and aerated waters.	Dut.	25,264	8,061	30,003	21,425	38,122
Musical instruments:—	Dut.	5,221	3,639	3,035	2,810	2,604
Brass band instruments and bag pipes.						
Phonographs, graphophones, gramophones and finished parts thereof, including cylinders and records therefor	"	1,621	2,793	1,18	5,789	12,438

The Principal Articles Imported into Canada from Germany, Years ended March 31, 1910 to 1914 (continued).

Articles		1910.		1911.		1912.		1913.		1914.	
		Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Musical instruments :—Con.											
Pianos, parts of	Dut. No.	9	\$ 3,481	9	\$ 3,395	11	\$ 2,895	12	\$ 4,405	30	\$ 9,433
Piano and organ parts :—Key pins, damper springs, jack springs, rail spring, regulating screws, spoons, bridle wires, damper wires, back check pins, dowel wires, German centre pins, brass pins, rail hooks, brass brackets, &c., &c.	Free.		6,074		7,124		11,927		14,226		11,360
Other musical instruments	Free.		21,678		30,761		28,003		30,314		12,485
	Dut.		72,578		95,716		100,700		133,367		111,556
Total musical instruments	Free.		88,955		112,967		118,842		162,655		175,401
	Dut.		21,678		30,761		28,003		30,314		12,485
Oilecloth	Dut.		370		8,723		6,226		13,956		8,708
Oils.	Free.		4,093		10,169		9,074		20,012		29,129
Optical instruments, &c.	Dut.		31,529		11,607		59,673		42,833		6,376
Package and parcels	Free.		31,335		35,567		38,792		33,789		64,092
Paintings in oil or water colours, prints, engravings, drawings, building plans, photographs and pictures, N.O.P.	Dut.		22,215		36,582		45,412		30,075		32,078
Paints and colours :—	Free.		80,960		110,947		123,735		150,292		169,659
Brocade and bronze powders.	Dut.		116,536		94,295		106,790		124,409		119,443
Colours, dry, N.O.P.	Free.		268		4,563		18,118		3,018		2,634
Gold liquid paints.	Dut.		15,196		8,621		10,867		9,022		9,815
Lead, red, dry, and orange mineral.	Lbs.		7,264		85,978		292,331		236,135		15,017
Liquid fillers, anti-corrosive and anti-fouling paints, and ground and liquid paints, N.O.P.	Lbs.		476		239		779		1,032		1,098
Litharge.	Dut.		13,225		94,454		206,260		12,074		325,830
Metallic colours, viz.: Oxide of cobalt, tin and copper, N.O.P.	Free. Cwt.		1,597		1,440		1,377		2,304		2,574
Ochres, ochery earthen, siennas and umbers	Lbs.		24,129		24,814		31,133		42,001		6,038
	Dut.		82,922		43,970		12,854		18,365		25,397
	Free.		1,856		69,858		1,721		1,547		66,887
	Dut.		284,143		69,407		112,810		2,189		1,251

Oxides, fire proofs, rough stuffs, fillers ..	"	1,230	16	12,621	343	17,750	1,080	7,540	230	*200,102	*16,543
Ultramarine blue, dry or in pulp ..	Free.	13,712	1,157	12,830	824	42,388	2,367	50,073	3,479	38,650	2,257
Zinc, white ..	Dut.	842,995	30,504	1,965,532	59,022	2,172,017	77,981	2,205,376	109,283	2,473,249	195,872
Other paints and colours ..	{ Free.	.....	448	.....	1,173	.....	2,149	.....	23	.....	1,176
Total paints and colours ..	{ Dut.	.....	70,498	.....	81,686	.....	118,076	.....	159,023	.....	154,938
.....	{ Free.	.....	47,493	.....	41,841	.....	48,563	.....	72,455	.....	44,999
Paper and mfrs. of:--											
Hangings of wall paper, including borders ..	Dut. Rolls	82,626	10,072	95,143	14,105	75,943	10,567	143,780	14,039	128,318	17,595
Paper, photographic, plain basic, baryta coated, adapted for the manufacture of albumenized or sensitized paper ..	Free. Lbs.	24,321	18,989	69,330	11,573	.....	16,208	.....	23,713	.....	14,280
Printing paper ..	Dut.	.....	1,390	.....	3,703	14,804	899	69,911	3,899	134,757	7,987
Ruled and bordered and coated papers; boxed papers; and paperettes ..	" Lbs.	32,007	1,503	62,429	5,889	.....	12,648	.....	16,067	.....	23,678
Wrapping paper ..	"	.....	1,434	.....	1,559	204,475	7,907	272,325	10,918	534,092	17,341
Other paper, &c.	{ Free.	.....	68,422	.....	139,744	.....	146,188	.....	214,438	.....	268,464
Total paper and mfrs. of.	{ Dut.	.....	82,821	.....	165,000	.....	178,209	.....	259,376	.....	335,065
.....	{ Free.	.....	18,980	.....	11,573	.....	16,208	.....	23,801	.....	15,122
Pencils, lead ..	Dut.	.....	55,589	.....	58,087	.....	62,497	.....	74,759	.....	79,345
Pens, penholders and rulers of all kinds ..	"	.....	3,530	.....	2,933	.....	5,263	.....	5,426	.....	5,172
Perfumery ..	"	.....	6,942	.....	13,964	.....	16,837	.....	22,560	.....	28,445
Picture and photograph frames of any material ..	"	.....	4,476	.....	4,389	.....	4,254	.....	3,753	.....	5,061
Plants and trees ..	{ Free.	.....	589	.....	1,546	.....	1,004	.....	1,665	.....	2,523
.....	{ Dut.	.....	18,958	.....	21,825	.....	47,388	.....	43,391	.....	72,670
Pocket-books, portfolios, purses, reticules, satchels, card cases, fly-books and musical instrument cases.	Dut.	.....	26,972	.....	35,200	.....	64,372	.....	78,693	.....	95,323
Precious stones and imitations of all kinds. }	Free	.....	21,448	.....	35,385	.....	30,529	.....	41,437	.....	35,530
Provisions ..	Dut.	.....	17,752	.....	5,494	.....	41,247	.....	66,953	.....	1,017
Rags ..	Free.	.....	2,069	.....	16,635	.....	8,594	.....	12,102	.....	16,672
Rennet, raw and prepared ..	"	.....	28,081	.....	43,873	.....	32,152	.....	9,258	.....	11,057
Ribbons ..	Dut.	.....	3,210	.....	11,558	.....	2,876	.....	4,987	.....	2,417
Seeds ..	{ Free.	.....	47,580	.....	29,590	.....	29,706	.....	21,512	.....	23,284
Settlers' effects ..	{ Dut.	.....	21,235	.....	35,474	.....	42,092	.....	60,339	.....	13,312
.....	{ Free.	.....	7,069	.....	12,379	.....	8,710	.....	20,853	.....	38,342
.....	"	.....	7,886	.....	43,355	.....	102,435	.....	141,911	.....	215,640

*Includes colours dry N.O.P. for 1914.

The Principal Articles Imported into Canada from Germany. Years ended March 31, 1910 to 1914—*Continued.*

ARTICLES.		1910.		1911.		1912.		1913.		1914.	
		Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Silk and mfrs. of:—											
Clothing:—											
Shawls	Dut.		\$ 426		2,177		\$ 1,811		\$ 261		\$ 815
Stocks and stockings	"	6,161	17,987	10,997	34,560	13,007	74,003	26,082	89,569	23,002	47,316
Other clothing, N.O.P.	"		13,884		26,433		26,669		47,240		49,181
Valories:—	Free								6		15
Haiting cloth not made up.											
Fabrics for the manufacture of											
neckties.											
Velvets, velveteens, plush, N.O.P.	Dut.	42,760	27,465	46,155	28,534	68,532	47,407	29,038	52,724		48,018
Other fabrics	"		84,201		80,569		87,407		24,539		31,396
Other silk, &c.	"		3,310		6,057		5,693		56,713		74,327
	Free		604						18,570		4,100
Total silk and mfrs. of	{ Dut.		147,333		179,128		210,534		274,649		255,453
	{ Free		604		7		37		6		385
Slate and mfrs. of											
Soap	Dut.		3,761		3,393		3,860		5,336		6,077
	"		2,586		5,253		5,112		7,662		6,654
Spirits and wines—											
Spirits	Dut. (galls.	1,262	1,814	3,959	6,245	1,675	3,597	2,299	4,811	2,987	6,355
Wines, non-sparking	"	5,518	14,351	6,168	14,218	6,530	18,528	14,267	33,338	8,113	21,087
" sparkling	"		3,540		6,630		9,180		29,642		11,501
Total spirits and wines	"		20,305		27,003		31,805		72,791		38,943
Stone and mfrs. of.											
{ Dut.											
{ Free											
			2,142		1,894		8,928		5,426		6,294
			126		1,087		502		98		21,907
Sugar, molasses, &c.:—											
Sugar above No. 16 D.S. in colour.	Dut. Lbs.			50,000	1,328	4,812	245				
" N.O.P., not above No. 16 D.S. in colour	"	26,571,862	635,199	35,307,136	822,359	23,132,867	589,333	13,217,012	300,914	46,950,829	999,349
Other sugar, &c.	"		1,128		1,485		15,580		8,951		2,367
Total sugar, molasses, etc.	"		636,327		825,152		605,208		309,865		1,001,716

Tar.....	Free.....	1,615.....	771.....	3,070.....	1,911.....	3,081.....
Tobacco and mfrs of :—						
Tobacco, unmanufactured.....	Free. Lbs.	46,665	317,801	55,371	443,227	842,140
Other tobacco.....	{ Dut. " { Free.	1,228	3,592	3,770	5,491	7,952
Total tobacco and mfrs of.....	{ Dut. Lbs. { Free.	1,228	3,592	3,770	5,491	7,952
		46,665	317,801	55,371	443,227	842,140
Tobacco pipes of all kinds, pipe mounts, cigar and cigarette holders, and cases for same, smokers' sets and cases therefor and tobacco pouches.....	Dut.	13,421		18,533		
Trunks, valises, hat-boxes, carpet-bags, satchels, tool-bags or baskets, portman- teaus, fly-books and parts thereof, N.O.P.	Dut.	693		1,364		
Umbrellas, parasols and sunshades.....	"	69		1,016		
Vegetables.....	"	564		1,446		
Watches and parts of.....	"	3,465		8,873		
Wax and mfrs of.....	"	480		6,600		
Webbing.....	"	2,136		4,296		
Wood and mfrs of :—						
Furniture, viz :—House, office, cabinet or store furniture of wood, iron or other material, in parts or finished.....	Dut.					
Other wood, &c.....	{ Dut. { Free	2,538		8,487		
		24,192		30,236		
		2,973		1,024		
Total wood and mfrs. of.....	{ Dut. { Free	26,530		37,723		
Wood and mfrs. of :—		2,973		1,024		
Carpets.....	Dut.	35,893		52,225		
Clothing :—						
Knitted goods, including knitted underwear, N.O.P.....	"	85,847		48,852		
Outside garments for women and children.....	"	161,810		152,813		
Shawls.....	"	3,444		6,667		
Shirts.....	"	171		139		
Socks and stockings.....	"	93,228		102,084		
Undershirts and drawers, N.O.P.....	Dut.	456		4,351		
Other clothing, N.O.P.....	"	54,768		111,396		
Fabrics :—						
Cassimeres, cloths and doeskins.....	"	41,250		52,729		
Coatings and overcoatings.....	"	6,717		3,813		

The Principal Articles Imported into Canada from Germany, Years ended March 31, 1910 to 1914. *Continued.*

ARTICLES.	1910.		1911.		1912.		1913.		1914.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Wool and mfrs. of:— <i>Con.</i>		\$		\$		\$		\$		\$
Fabrics:— <i>Con.</i>										
Dress goods, coat linings, Italian cloths, alpacas, orleans, cashmeres, henriettas, serges, buntings, nun's cloth, bengalines, whip cords, twills, plains, or jacquards of similar fabrics, composed wholly or in part of wool, worsted, the hair of the camel, alpaca, goat or like animal, not exceeding in weight six ounces to the sq. yard, to be dyed or finished in Canada.	40	44			1,957	700				
Felt cloth, N. O. P.	131	36	1,071	291	1,518	1,257	1,769	712	982	966
Italian linings, cobourgs, lustras, molains and alpacas.					2,528	587	2,338	512	2,796	1,065
Tweeds.	1,447	445	7,118	1,276	381	109	2,465	862	440	348
Other fabrics and mfrs., N. O. P.	3,183	3,423	8,364	4,812	6,038	4,294	39,547	19,362	36,480	18,369
Felt, pressed, of all kinds, not filled or covered by or with any woven fabric.		73,503		165,362		149,496		212,415		233,083
Wool and the hair of the camel, alpaca, goat and other like animal, not further prepared than washed, N. O. P.	6,885	3,517	73,070	33,989	139,579	37,445	184,455	48,739	167,515	66,571
Yarns.	51,575	7,999	122,036	19,479	56,897	9,507	111,053	19,358	147,812	31,754
Other wool and mfrs. of	74,363	43,303	67,202	45,114	101,312	58,670	138,374	77,367	83,932	57,646
		95	474	556	280	398				
				366		4,570		6,291		11,511
										313
Total wool and mfrs.	556,950	7,999	786,279	20,035	776,494	9,905	1,000,594	19,358		972,898
					9,905					52,067
All other articles imported	32,913	3,907	36,308	12,611	59,053	9,320		73,214		89,832
					9,320			35,462		37,482

Recapitulation.

Imports—Dutiable.....	5,509,286	7,533,299	.....	7,993,895	.....	10,277,322	.....	11,176,198
Free.....	2,448,978	2,533,900	.....	3,147,844	.....	4,196,511	.....	3,503,871
Total imports (mdse).....	7,958,264	10,087,199	.....	11,146,739	.....	14,473,833	.....	14,686,069
Coin and bullion.....				7				
Total imports.....	7,958,264	10,087,199	.....	11,146,746	.....	14,473,833	.....	14,686,069
" exports.....	2,501,191	2,663,017	.....	3,814,914	.....	3,402,394	.....	4,433,736
Total trade.....	10,459,455	12,750,216	.....	14,961,660	.....	17,876,227	.....	19,119,805

CANADIAN TRADE LOST TO AUSTRIA-HUNGARY.

During the year ended March 31, 1914, Canada imported from Austria-Hungary goods to the value of \$1,787,473. Of this amount \$1,703,382 worth consisted of dutiable goods, the remaining \$184,091 worth of goods being admitted free of duty. Canada's exports to Austria-Hungary for the same period amounted in value to \$378,824. The total trade with Austria-Hungary, therefore, amounted to \$2,166,297. This large trade can no longer be carried on. What hitherto was bought from Austria-Hungary must, therefore, now be bought elsewhere. The opportunity, therefore, exists for the Canadian producer to make up the deficiency. Just what this opportunity means can only be realized by considering the kinds of goods comprised in the list of imports into Canada from Austria-Hungary.

KINDS OF MERCHANDISE IMPORTED.

The articles imported from Austria-Hungary are very much of the same nature as the articles imported from Germany into Canada, except that in the case of the former, foodstuffs and raw materials form a larger proportion than is the case with the imports from Germany. Breadstuffs imported into Canada from Germany amounted to a value of only \$98,297; from Austria-Hungary, however, the imports of breadstuffs amount to \$126,896 in value. A certain amount of fruit of the value of \$10,536 is also imported from Austria-Hungary. Apart from this, however, Canada's purchases from Austria-Hungary consist, as in the case of Germany, for the most part of finished manufactured products.

PRINCIPAL ITEMS.

The most important item in the list of imports from Austria-Hungary is silk fabrics, of which \$224,608 worth was imported in 1913-14. Austria-Hungary has also been one of Canada's principal suppliers of tobacco pipes, of which she sent \$182,776 worth in 1913-14, out of a total import into Canada of a value of \$869,802. Austria-Hungary last year supplied Canadians with \$177,078 worth of lamps and lanterns, which is greater in amount than those sent from Germany during the same period. The hops sent from Austria-Hungary to Canada last year were greater in value than those sent from any other country except the United States, and amounted to a value of \$93,117. Like Germany, Austria-Hungary also exports to Canada a considerable amount of China tableware. In 1913-14 this amounted in value to \$70,957. Glassware was also purchased from Austria-Hungary to the extent of \$81,547.

Another large item in the imports into Canada from Austria-Hungary consists of buttons to the value of \$69,574. This, as was seen above, was also a considerable item in Germany's sales to Canada. The same is true of gloves and mitts, of which Austria-Hungary last year sent to the value of \$52,283. Austrian jewellery manufacturers last year did a considerable business with Canada, and shipped \$57,330 worth of jewellery to the Dominion. Iron and steel goods do not play so relatively an important part in Canada's imports from Austria-Hungary as in her imports from Germany. In 1913-14 the iron and steel goods imported from Austria-Hungary amounted to a value of \$52,032. An important article of import from Austria-Hungary, however, is cordage rope and twine, of which Canadians in 1913-14 purchased \$47,517 worth.

Woollen goods to the value of \$82,621 were last year purchased from Austria-Hungary by Canadians. Of this amount felt accounted for \$50,599. Hats and caps of all kinds to the value of \$37,776, and collars and cuffs to the value of \$30,933 were also imported from Austria-Hungary. Canada's imports of wood and manufactures thereof from Austria-Hungary are not considerable, nearly the whole, or \$22,220 worth, being made up of furniture.

ENERGETIC EFFORTS REQUIRED.

This summary review of the principal articles imported from Austria-Hungary into Canada, will give some idea of the effect the war will have on Canada's purchases of these commodities. Energetic and intelligent efforts on the part of Canadian producers should bring it about that a large proportion of these articles should from henceforth be obtained at home.

The Principal Articles Imported into Canada from Austria-Hungary. Years ended March 31, 1910 to 1914.

ARTICLES.

	1910.		1911.		1912.		1913.		1914.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Ale, beer and porter.										
Belts of all kinds, N.O.P., except silk.	7,453	2,196	5,325	1,408	7,258	2,072	5,492	1,610	7,435	2,575
Books, periodicals, &c.		1,653		173		512		17		5
Boots, shoes, slippers and insoles of all kinds, except rubber and leather.		736		134		332		31		123
Breadstuffs.		1,409		2,944		2,733		6,156		9,315
British gum, dry sizing cream and enamel sizing.		1,722		1,201		4,053		3,568		2,900
Broom corn.	9,500	28,465		535		912		202,263		126,806
Brooms and brushes.		1,052								
Buttons.		36,177		12,739		4,556		3,514		1,050
Clocks.		2,774		2,389		1,352		1,904		1,904
Collars and cuffs.		79,962		71,040		46,459		75,801		69,574
Combs.		11,200		1,399		819		519		199
Corlidge, rope and twine.		32,884		30,205		52,591		36,118		39,633
Cotton and mfrs. of.		4,639		2,717		2,740		2,706		1,681
Curtains.		1,173		1,449		2,169		2,932		2,417
Drugs, dyes, chemicals, &c.		17,237		33,326		37,483		65,784		47,317
Earthenware and chinaware:—		1,583		156		4,531		1,322		595
China and porcelain ware.		27		13,003		4,531		2,867		128
C. C. or cream-coloured ware, decorated, printed, or sponged, and all earthenware, N.O.P.		11,095		5,322		8,665		53,179		4,040
Tableware of china, porcelain white granite or ironstone ware.		4,171								17,724
Other earthenware, &c.										
Total earthenware, &c.		6,118		4,670		1,102		1,619		441
Electric apparatus.										
Embroideries, N.O.P.		1,542		2,640		1,840		1,632		2,318
		47,190		48,639		58,876		73,728		70,957
		488		945		803		820		1,118
		55,333		56,894		65,021		77,799		74,834
		23,969		23,491		23,902		26,361		21,767
		790		1,657		1,252		340		642

Fancy goods:—		Dut	355	2,392	2,002	247	251
Head ornaments,							
Boxes, fancy ornamental cases and writing desks, &c			1,641	962	1,198	1,029	1,420
Brads, cords, fringes, tassels, N.O.P.			4,125	8,397	9,917	8,049	5,750
Feathers, fruits, grains, leaves and flowers, artificial, suitable for ornamenting hats,							
Feathers			12,387	8,873	4,901	10,379	5,653
Lace, lace collars and similar goods, &c.			3,770	3,339	2,301	2,647	5,311
Statues and statuettes			4,188	9,174	10,024	6,632	4,662
Toys and dolls of all kinds			522	1,032	845	738	1,538
Other fancy goods,			9,916	5,958	4,930	5,168	5,615
			936	2,293	1,446	1,182	2,000
Total fancy goods			37,840	42,420	37,714	36,071	32,200
Fisheries, articles for the use of	Free.		811	508	699	2,018	1,059
Flax, hemp, jute and mfrs. of	{ Dut		17,468	16,360	9,735	15,463	7,416
	{ Free			1,447			
Fruits	{ Dut		1,372	37,589	34,937	7,002	10,536
	{ Free						
Furs and mfrs. of	{ Dut		5,566	5,508	11,088	6,684	1,673
	{ Free		8,125			3,551	6,095
Glass and mfrs. of:—							
Balls and cut, pressed or moulded crystal glass tableware, blown glass, tableware, and other cut glassware	Dut		37,076	15,638	32,253	51,218	36,466
Carboys or demijohns, bottles, decanters, flasks, jars and phials	"		28,822	14,999	3,937	5,189	2,486
Lamp-chimneys, glass shades or globes,	"		12,547	12,729	12,526	18,189	22,708
Silvered glass, bevelled or not, framed or not framed	"		426	2,073	680	605	603
Other glass and mfrs. of	{ Free		14,171	6,976	9,866	14,876	19,284
Total glass and mfrs. of	{ Dut		93,042	52,415	59,262	90,077	81,547
	{ Free						
Gloves and mitts	Dut		31,146	25,896	22,173	53,022	52,283
Glue, glue stock and mucilage	"		3,048	8,196	1,457	8,404	10,667
Grasses, fibres and mfrs. of	{ Free		2,338	628	51		
	{ Dut		6,610	3,661	8,430	12,120	15,033
Gutta-percha and mfrs. of	{ Free					10,269	
Hair	{ Dut		19,367	8,597	1,381	81	297
	{ Free			4,125	1,684		
Hats, caps, &c	{ Dut		1,608	1,825	10,900	24,300	37,776
	{ Free			642	1,323	794	
Hides and skins other than fur	"		16,730	17,254	4,636	18,253	
Hops	{ Dut		42,435	30,402	35,471	44,211	194,548
	{ Free						
	Dut. Lts.		127,147		119,538		93,117

The Principal Articles Imported into Canada from Austria-Hungary, Years ended March 31, 1910 to 1914

ARTICLES.	1910.		1911.		1912.		1913.		1914.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Jewellery.....		%		%		%		%		%
Laces, boot, shoe, shirt and stay.....	Dut.	39,946		36,665		55,098		45,024		57,330
Leather and mfrs. of.....	"	99		1,503		183				
Metals and minerals and mfrs. of:—		1,361		1,885		548		3,527		7,064
Brass and mfrs. of.....	{ Dut.	2,526		979		3,254		1,969		1,730
Gold and silver and mfrs. of.....	{ Free	1,188		399		1,185		6,677		3,367
	Dut.	3,401		1,850		2,562		1,909		1,413
Iron and steel and mfrs. of:—										
Agricultural implements.....	Dut.	1,149		1,105		1,520		607		769
Machinery.....	"			2,910		2,951				16,869
Ware—Agate, granite or enamelled iron and steel were also iron or steel hollow-ware, &c.....	{ Free					2,042				
Oth iron and steel and mfrs. of.....	{ Dut.	18,802		3,546		6,207		12,976		23,037
	"	23,085		4,748		10,634		8,639		10,849
	{ Free	141		171		782		872		448
Total iron and steel and mfrs. of.....	{ Dut.	43,036		12,309		21,312		22,222		51,584
	{ Free	141		171		2,824		872		448
Lead and mfrs. of.....	{ Dut.	2,233		4,766		2,010		1,553		1,547
	{ Free									
Tin and mfrs. of.....	{ Dut.	472		144		378		142		563
	{ Free									
Zinc and mfrs. of.....	{ Dut.	59		41						81
	{ Free			428		154				
Miscellaneous metals and minerals and mfrs. of:—										
Lamps, side lights and head lights, lanterns, chandeliers.....	Dut.	96,081		85,919		91,651		144,821		177,078
Nickel-plated ware, n.o.p.....	"	696		2,594		1,785		1,373		1,263

Other metals and minerals and mfrs. of.	"	Free.	12,866 ¹ 4,511	9,518 7,406	6,934 5,551	8,506 ¹ 3,815	14,589 4,382
Total metals and minerals and mfrs. of.	Dut.	Free.	161,370 5,840	118,120 8,404	129,826 9,714	182,495 11,364	249,848 8,147
Mineral and aerated waters.	Dut.	Free.	18,291	5,655	4,514	6,046	4,772
Musical instruments.	Dut.	Free.	5,880	6,943	13,395	9,967	17,977
Optical instruments, &c.	Dut.	Free.	387	876	81	32	729
Packages and parcels.	Dut.	Free.	20,515	17,135	14,480	89	79
Paintings, drawings, &c.	"	Free.	616	1,932	729	23,782	25,116
Paints and colours.	Dut.	Free.	426	73	180	631	819
Paper and mfrs. of.	Dut.	Free.	6,429	3,320	679	800	282
Pencils, lead.	Dut.	Free.	15,973	14,282	14,424	188	49
Precious stones and imitations of.	Dut.	Free.	12	1,520	3,186	19,303	25,228
Provisions.	Dut.	Free.	4,113	2,817	8,560	5,185	15,797
Ribbons.	Dut.	Free.	1,387	1,479	617	5,793	8,319
Seeds.	"	Free.	102	1,179	3,490	150	93
Settlers' effects.	"	Free.	34	2,817	4,976	203	1,594
Silk and mfrs. of:—	Dut.	Free.	4,598	1,465	515	902	355
Clothing.	Dut.	Free.	1,415	3,684	1,475	634	1,870
Fabrics.	"	Free.	522	97,345	190,852	4,570	16,557
Other silk and mfrs. of.	"	Free.	89,057 2,350	3,094 97	1,818	1,663 173,540 1,711	1,933 224,608 2,154
Total silk and mfrs. of.	Dut.	Free.	92,529	104,123 97	194,145	176,914	226,775 2,154
Spirits and wines.	Dut.	Free.	786	1,035	844	1,492	2,048
Sugar.	"	Lbs	179,906 2,136	184,390 3,960	395,942 1,621	1,828 1,120	1,614 1,709
Tobacco and mfrs. of.	"	Free.	2,136	8,713,092	1,621	1,120	1,709
Tobacco, pipes, pipe mounts, cigar and cigarette cases, &c.	Dut.	Free.	80,265 2,219	117,507 3,299	122,178 6,501	153,840 5,588	182,776 7,006
Trunks, pocketbooks, purses, hat boxes, &c.	"	Free.	10	1,898	221	49	9
Umbrellas, parasols and sunshades, of all kinds and materials.	"	Free.	10,890	4,686	221	1,367	305
Watches.	"	Free.	10,890	4,686	221	1,367	305

Article No. 2.

GERMAN TRADE WITH ARGENTINA AND BRAZIL.

Article No. 1, of the special series dealing with the European war and its relation to Canadian trade, appeared in Weekly Report No. 554, and was concerned with the share of Germany and Austria-Hungary in the trade with Canada, which would be interfered with as a result of the war. The opportunity for Canadian producers to supply what was formerly purchased from Germany was here pointed out. Besides losing her foothold in the Canadian market, however, Germany also stands to lose the trade, which she has built up with countries in other parts of the world. Foremost among them may be mentioned the South American republics, where German commercial methods have been especially successful. The war, however, has given a decided check to German trade with these countries. A rearrangement of commercial relations must therefore ensue, whereby other countries including Canada, will find an opportunity. The country moreover that is the first to fully realize the significance of this opportunity will have a decided advantage over others in their efforts to capture a share of the South American trade lost for a time to Germany and other warring nations of Europe.

UNITED STATES ACTIVITIES.

That the people of the United States are fully alive to the possibilities of the trade with South America, is evident from the recent establishment of a South American bureau in connection with the United States Department of Commerce. From figures prepared by this bureau it may be seen that the South American countries in 1912 imported merchandise, the value of which totalled \$960,504,759. Of this amount the United Kingdom claimed 28.43 per cent; Germany 18.62 per cent; the United States 15.96 per cent; and Canada .28 per cent. Over two-thirds of the above sum, moreover, is accounted for by the imports into the two countries of Argentina and Brazil. It is, therefore worth while to consider in detail the articles imported into the two countries, special reference being made to those in which it is thought an increase in Canadian trade may result, through the cessation of Germany's exports.

Argentina.

The table of the imports into the Argentine Republic, given below, is taken from returns prepared by the Argentine authorities. The values are therefore expressed in Argentine pesos, the par value of which in Canadian currency is 96.5 cents. A reference to the figures at the bottom of the table will show that the total imports into the Argentine increased from 272,973,000 pesos in 1908 to 334,853,469 pesos in 1912. During the same period the imports from Germany into Argentina rose from 37,847,000 pesos to 63,941,503 pesos, while those from the United Kingdom into Argentina increased from 93,371,000 pesos to 118,669,229 pesos. The imports from the United States amounted to 35,597,000 pesos in 1908 and had increased to 59,126,951 pesos in 1912. The imports from Canada show an increase of from 1,891,530 pesos in 1909, the first year for which figures are available to 2,266,257 pesos in 1912. It is thus seen that Germany has not only held her own in the trade with Argentina, but has on the other hand improved her position in recent years. What she stands to lose through the stoppage of her exports to the Argentine on account of the war and what other countries stand to gain thereby, may be realized by an inquiry into what items of trade these exports consist.

NATURE OF ARGENTINA'S IMPORTS.

The articles imported into Argentina are very much of the same character as the articles imported into Canada. The Argentine Republic is essentially an agricul-

tural country, the lines of manufacture are few and the output as a rule is small as compared with the imports of like articles. Of the Argentine tariff it may be said that it is designed for the most part for the purpose of affording revenue and not from the desire of discouraging importations. The demand is therefore largely for finished manufactured goods and of these Argentina imports a large quantity, practically every variety of article of European or North American manufacture being included therein. Of the articles of which Germany has supplied a considerable quantity in the past, the following may be mentioned: Pig and sheet iron, steel rails, wire, machinery, electrical supplies, automobiles, all kinds of hardware, cutlery, tools, clocks, jewellery, &c.; also a large amount of textiles, principally silk goods, cotton, hosiery, cotton cloth and woollen tissues; drugs, dyes and chemicals; paper and wood pulp; pianos, canned and fancy foodstuffs. These articles can no longer be obtained from Germany. The demand of Argentina's population of 7,000,000 for the supply of these commodities must therefore be satisfied from other sources. How far Canada is in a position to take advantage of this opportunity for increased trade may be considered by taking up in order the principal articles in the imports into Argentina from Canada, and by inquiring into the effect thereon of the withdrawal of Germany's supplies of these articles.

ARGENTINE IMPORTS OF TIMBER.

As was seen above the imports into the Argentine from Canada amounted in 1912 to a value of 2,266,257 pesos. Of this amount 1,726,411 pesos or over three-fourths of the total import consisted of unmanufactured timber. The total import of unmanufactured timber into the Argentine for that year amounted to pesos 18,037,115, of which the United States supplied pesos 13,151,551, and Germany pesos 292,332. The great bulk of the importations of timber from Canada are made up of spruce. Of this timber Germany supplied 52,472 pesos worth in 1912.

Account must also be taken of the importation into Argentina of manufactured timber of a value of 6,131,857 pesos. In this case the withdrawal of Germany's supplies will have a more appreciable effect, her sales amounting in 1912 to a value of 1,631,423 pesos, of which pianos accounted for 644,869 pesos, and furniture for 319,706 pesos. Canada's sales of manufactured timber to the Argentine were but inconsiderable.

AGRICULTURAL IMPLEMENTS.

The second largest item on the list of imports into Argentina from Canada consists of agricultural implements. Here again the withdrawal of Germany's supplies will not open the way for other countries to increase their sales to Argentina to so great an extent as in the case of other items of Germany's trade with South America. In 1912 the imports in pesos of agricultural machinery and implements into the Argentina were as follows:—

Article.	Total.	From United King- dom.	From United States.	From Canada.	From Germany.
	Pesos.	Pesos.	Pesos.	Pesos.	Pesos.
Reapers	2,811,248	47,878	2,018,824	327,035	15
Threshers.....	1,562,054	185,891	1,225,052	.....	123,725
Ploughs.....	852,018	9,035	827,185	3,990	10,601
Seeders.....	341,566	230	335,586	5,180	540
Shovels, picks and spades....	350,526	109,913	213,123	.....	19,232

It is thus seen that the country with which Canada has chiefly to compete in the supply of agricultural implements to Argentina is the United States. With the exception of the item 'threshers,' Germany's supplies have not been considerable, and hence no very greatly increased demand is to be looked for as a result of the war.

FOODSTUFFS.

Argentina, being an essentially agricultural country, foodstuffs do not play so relatively an important part in her total imports, as is the case with manufactured products. In one branch of this trade, however, Germany has been especially successful and that is in the supply of canned and fancy foodstuffs. An opportunity is therefore presented for other countries to take over the part of this trade formerly in German hands. Out of a total import of spices and condiments in 1912 of a value of 4,385,865 pesos, Germany shipped 1,659,181 pesos worth to the Argentine. The fish sent from Germany to Argentina in 1912 were valued at 150,523 pesos. This was made up principally of codfish of a value of 86,564 pesos, and sardines of a value of 27,070 pesos. The total value of the import of fish from Canada for the same year amounted to 23,909 pesos, the great bulk of which was comprised of preserved fish. In the year concerned Canada sent no codfish to the Argentine.

Under the head of flour, macaroni, fancy bread, &c., the Argentine in 1912 imported 1,411,017 pesos worth of goods, of which 76,820 pesos worth came from Germany and of a value of 49 pesos from Canada.

PAPER AND WOOD PULP.

The South American republics have for some time been depending upon Germany for a large amount of their supplies of different kinds of paper. Now that these supplies are no longer available, the opportunity is given for other countries to claim a larger share of the South American trade. That the Argentine market for paper is a valuable one is indicated by a total import in 1912 valued at 9,966,902 pesos. Of this amount, pesos 4,172,200, or over 40 per cent, came from Germany. Canada's supplies for the same year amounted in value to 627 pesos, and consisted almost entirely of newspaper. The most considerable items in Germany's sales of paper to Argentina were printing paper, of which she supplied almost the whole or 982,230 pesos worth; paper board to the extent of 446,265 pesos; writing paper of a value of 230,525 pesos; newspaper of a value of 625,622 pesos; other paper, pasteboard, &c., worth 570,898 pesos, and paper applications of a value of 1,316,660 pesos.

The Argentine import of wood pulp in 1913 amounted to a value of 598,345 pesos, and of this amount 126,178 pesos were entered as having come from Germany.

ARGENTINE COAL SUPPLY.

The bulk of Argentina's coal and coke supply in 1912 came from the United Kingdom, from whence 24,694,289 pesos out of a total import of 26,204,392 pesos worth, was purchased. From Germany there was shipped 403,170 pesos worth of coal and coke and from Canada of a value of 67,886 pesos. An increased demand for coal from North America was expected to ensue from the dislocation of European supplies.

DRUGS, DYES, CHEMICALS.

The Argentine has derived a large amount of its supplies of drugs, dyes and chemicals from Germany. An extensive market should, therefore, now be available for such commodities from other countries. Of prepared medicines, out of a total import of a value of 2,271,111 pesos, 214,182 pesos worth came from Germany. This was exceeded only in the case of the imports of prepared medicines from the United States, which were valued at 353,039 pesos. Canada is set down as sending none. Of paints and dyes out of a total of 2,515,287 pesos imported, Germany supplied 729,206 pesos, which is nearly three times as much as was sent from the United States, but is considerably less than that supplied by the United Kingdom.

TEXTILES.

Under the head of textiles, Germany stands to lose a large trade as a result of the war. While the imports of textiles into Argentina from Germany are not so great as

those from the United Kingdom, they are considerably greater than those from the United States. Canada's sales of textiles to Argentina are negligible. The following table gives the imports of the various kinds of textile goods into Argentina for the year 1912:—

Article.	Total.	From United King- dom.	From United States.	From Germany.
	Pesos.	Pesos.	Pesos.	Pesos.
Silk goods.	8,597,890	1,297,775	48,926	1,990,691
Woollen goods.	15,128,642	7,789,433	22,099	3,435,676
Cotton goods.	35,335,289	16,705,625	450,457	5,127,706
Sundries.	9,823,764	5,124,086	207,121	1,312,564
Total.	68,883,585	30,916,919	728,603	11,866,637

It is thus seen that in the sale of silk goods to Argentina Germany had obtained the bulk of the trade, the United Kingdom taking second place. In the sale of other textile goods, however, the position was reversed, the United Kingdom having a decided advantage. A large part of the import of cotton goods into Argentina consisted of cotton cloth (principally dyed or coloured), of which 21,770,887 pesos worth was imported in 1912. Of this amount, 12,924,253 pesos worth came from the United Kingdom and 1,749,631 pesos worth from Germany. The most striking item in Germany's sales of cotton goods to the Argentine consisted of socks and stockings, of which she supplied 1,141,268 pesos worth out of a total import of a value of 1,458,262 pesos. Cotton lace and net of a value of 439,350 pesos also came from Germany out of a total import of a value of 1,397,930 pesos.

METALLIC GOODS, HARDWARE, &c.

It is in the cutting off the supplies of German hardware, machinery, metallic goods of all sorts, &c., that the war will produce the largest gap in the imports into Argentina, to be filled up by increased supplies from other countries.

First of all with regard to iron and steel goods of the cruder sort. Out of a total of 6,516,677 pesos worth of pig and sheet iron imported into the Argentine in 1912, to the value of 2,579,723 pesos, or 39.6 per cent, came from Germany. The United Kingdom in the same year supplied 10.4 per cent, and the United States 6.5 per cent. In a similar manner Germany leads all countries in her sales of iron bars and columns to Argentina, sending a value of 1,968,605 pesos out of a total import of 3,970,661 pesos. Again nearly the whole or 240,407 pesos out of the 261,543 pesos worth of steel beams, columns, &c., imported into Germany in the year dealt with was supplied by Germany. In the case of steel rails the figures were 5,272,960 pesos imported, of which 1,392,040 pesos, or 26.4 per cent, came from Germany. The United Kingdom obtained nearly 44 per cent of this trade and the United States 14.5 per cent. There was also sent from Germany in 1912, wire of a value of 1,494,215 pesos, as against 1,768,082 pesos from the United States and 471,131 pesos from the United Kingdom. Canadian iron and steel manufacturers should make a big effort therefore to try and capture a part of this large Argentina trade formerly held by German producers.

CUTLERY, HARDWARE.

Other iron and steel goods for the sale of which an exceptional opportunity is created by the stoppage of Germany's supplies include a great variety of hardware. Thus out of a total import of household wares of iron and steel amounting in value to 1,254,103 pesos, Germany supplied 768,322 pesos worth. Again, German cutlery, chiefly of the cheaper variety, has for some time found an extensive market in Argen-

and in 1912 the value of German cutlery imported was 362,593 pesos. This was over half of the total imports, and compared with 68,269 pesos worth from the United Kingdom. Tools of a value of 874,797 pesos were imported into Argentina in 1912, and of this amount, pesos 270,037 were sent from Germany, which was exceeded in the case of only one other country, the United States, from which 283,596 pesos worth of tools were imported. Out of a total import of pipes of a value of 2,555,976 pesos, 334,071 pesos worth were set down as coming from Germany.

MACHINERY, AUTOMOBILES, ETC.

Machinery of various kinds to the value of 6,985,917 pesos was imported into the Argentine Republic in 1912. Of this amount Germany supplied 37 per cent, the United Kingdom 30 per cent, and the United States a little over 16 per cent. In the same year sewing machines of a value of 831,761 came from Germany. The only item of this kind imported from Canada to any considerable extent consisted of parts of machines to the value of 18,182 pesos. The value of the automobiles imported into Argentina in 1912 amounted to 5,346,149 pesos, and of this Germany supplied 852,141 pesos worth, or nearly 16 per cent, and the United States about 10 per cent. Another considerable item in Germany's sales to Argentina consists of tramway materials of which she supplied 620,750 pesos worth out of a total import into the Argentina to the value of 1,723,877 pesos. The supply of fishplates from Germany in 1912 was valued at 412,239 pesos out of a total import of a value of 1,888,964 pesos.

MISCELLANEOUS GOODS.

In the case of many other articles of miscellaneous character is an opportunity opened for Canadian producers through the impossibility of Argentina obtaining these articles for a time at least from Germany. In 1912 Germany was one of Argentina's principal sources of supply for jewellery, of which she sent to the value of 820,147 pesos out of a total import of 1,952,015 pesos. Germany also led in the sales of clocks and watches to Argentina. Of the former she supplied 166,781 pesos worth out of a total import of 257,126 pesos, and of the latter 304,954 pesos out of 2,060,735 pesos worth imported into Argentina. Even more striking was Argentina's purchase from Germany of electrical supplies, of which she imported in 1912 to a value of 9,308,785 pesos, 5,345,904 pesos worth of which was supplied by German manufacturers. Of the 11,127,322 pesos worth of manufactured stone clay and glass imported into the Argentine in 1912, pesos 2,747,203 worth came from Germany and 2,543,737 pesos worth from the United Kingdom.

TABLE OF IMPORTS INTO ARGENTINA.

The above is a summary review of some of the principal lines of trade which Germany stands to lose, through her inaccessibility to the Argentine market, as a result of the present war. Canadian producers should put forth energetic efforts to avail themselves of this opportunity and to attempt to divert to Canada as much of this trade as is possible. The following table showing the values of the principal articles imported into the Argentine Republic during the year 1912, with the portions received from the United Kingdom, the United States, Canada and Germany, is appended for the further information of those interested in the increase of Canada's exports to South America:

Imports into the Argentine Republic during the Year ended December 31, 1912,
with the Portions Received from the United Kingdom, the United States,
Canada and Germany.

Pesos=96.5 cents.

Articles.	Total.	From United Kingdom.	From United States.	From Canada.	From Germany.
	Pesos	Pesos.	Pesos.	Pesos.	Pesos.
Live stock.....	558,975	107,296	4,470		4,400
Food stuffs:—					
Animal foods;—					
Cheese.....	2,149,834	16,401		32	7,263
Fish,—Codfish.....	720,038	160,461			86,564
Preserved.....	671,158	77,023	186,878	23,668	4,809
Sardines.....	1,068,836	28,113	535		27,070
Other.....	402,168	49,145	55,617	241	32,080
Other animal foods.....	1,377,011	518,178	32,756		40,248
Vegetable foods and fruits.....	2,767,896	170,574	182,833		19,999
Spices and condiments.....	4,385,865	237,990	12,437	1,157	1,689,181
Legumes and cereals:—					
Malt.....	1,113,244				61,542
Rice.....	2,862,457	32,193			79,649
Other legumes and cereals.....	1,700,409	48,076	40,569	1,271	71,475
Substances for infusions and hot beverages:—					
Coffee.....	1,704,415	22,773			18,709
Tea.....	1,110,915	317,205	240		19,619
Yerba-mate.....	5,724,194				
Other substances for infusions, &c.....	940,990	25,002	3,885		129,442
Flour, macaroni, fancy bread and fecula.....	1,441,017	424,191	100,498	49	76,820
Tobacco and applications.....	7,594,968	2,287,066	525,849		115,556
Drinks:—					
Wines.....	10,187,471	22,008	9,495		41,439
Spirits and liquors.....	3,298,873	479,325	12,510	4,805	45,978
Sundries.....	1,191,048	175,389	48,386		174,456
Textiles, raw and manufactured:—					
Silk;—					
Silk tissues, pure.....	2,426,664	215,602	660		444,288
" mixed with cotton.....	1,500,236	446,628	11,020		285,384
" mixed with wool.....	549,808	254,668	652		78,676
Other silk.....	4,121,182	380,877	36,594		1,182,343
Wool:—					
Velvet, imitation of.....	1,104,345	564,301	3,439		261,324
Woollen tissues, pure.....	6,173,821	3,700,625	4,585		1,077,039
" mixed with cotton.....	1,304,863	707,275	78		314,868
Woollen yarn.....	81,827	14,184			9,538
Other wool.....	6,463,766	2,803,048	13,997		1,772,907
Cotton:—					
Cloth, bleached.....	4,987,636	4,222,408	22,079		138,258
" unbleached.....	1,167,941	906,332	12,955		4,063
" printed.....	3,827,393	2,705,073	1,665		476,831
" dyed and coloured.....	11,787,917	5,090,440	12,838		1,130,579
Handkerchiefs.....	976,979	743,666			41,169
Lace and net.....	1,397,930	579,485	2,914		430,350
Socks and stockings.....	1,458,262	22,800	780		1,141,268
Sacks.....	352,142	144,702	73,782		160
Thread on spools.....	936,995	825,831	304		9,641
Yarn.....	2,603,617	454,054	76,109		188,506
Other cotton.....	5,836,477	1,110,834	247,031		1,566,881
Sundries.....	9,823,764	5,124,086	207,121		1,312,564
Oils:—					
Lubricating.....	2,609,693	816,574	1,349,152		66,304
Naphtha, crude.....	5,917,883	130,582	5,694,458		78,652
Olive.....	4,921,157	3,777	151,376		5,432
Petroleum.....	2,372,305	162	2,372,143		
Other.....	2,624,994	369,038	1,685,970	25	181,024

Imports into the Argentine Republic during the Year ended December 31, 1912,
with the Portions Received from the United Kingdom, the United States,
Canada and Germany—Continued.

Articles.	Total.	From United Kingdom.	From United States.	From Canada.	From Germany.
	Pesos.	Pesos.	Pesos.	Pesos.	Pesos.
Chemical, medicinal and pharmaceutical substances and products :—					
Chloride of sodium (salt).....	517,642	74,355	46		26,721
Medicines, prepared.....	2,271,111	158,616	353,039		214,182
Perfumery.....	1,462,695	214,238	28,549		89,836
Pitch.....	435,519	13,504	401,221		5,810
Sulphate of copper.....	203,731	13,474	183,642		2,899
Wood pulp.....	598,345		6,953		126,178
Other chemicals, &c.....	9,390,528	2,343,035	1,471,741		1,901,034
Paints and dyes.....	2,515,287	1,033,820	258,602		749,206
Timber :—					
Unmanufactured :—					
Pitch pine.....	8,485,850	4,032	8,396,574	45,312	30,228
Spruce pine.....	3,824,749	79,717	1,722,336	1,484,350	52,472
White pine.....	2,207,344	145,440	1,791,140	194,940	12,200
Other unmanufactured.....	3,519,172	82,891	1,241,501	1,809	197,432
Manufactured :—					
Furniture.....	2,765,094	531,666	608,353		319,706
Pianos.....	907,395	45,885	68,331		644,869
Other manufactured.....	2,459,458	306,603	434,721	40	666,848
Paper and applications :—					
Paper and pasteboard :—					
Paper board.....	769,016	21,443	24,584		446,265
News.....	1,668,792	88,704	754,375	600	625,622
Printing.....	1,196,644	63,498	7,664		982,230
Writing.....	474,124	62,895	11,090		230,525
Other paper &c., pasteboard,.....	1,641,867	452,330	147,466		570,898
Applications.....	4,117,459	1,386,541	139,261	27	1,316,660
Leather and applications.....	3,903,152	786,022	1,329,646		713,307
Iron and applications :—					
Raw materials :—					
Bars and columns.....	3,970,661	554,945	104,984		1,968,605
Iron, galvanized.....	6,383,572	4,211,350	1,448,878		395,809
" in ingot and plate.....	6,516,677	679,948	422,936		2,579,723
Screws, bolts, &c.....	1,100,499	416,244	176,408		161,711
Wire.....	3,995,280	471,131	1,768,082		1,494,215
Other.....	3,871,469	1,444,383	394,531		587,109
Iron and steel manufactures :—					
Cutlery.....	621,127	68,269	24,786		362,553
Household wares.....	1,254,103	93,170	54,366		768,322
Machines, sewing.....	831,761	91,810	513,878		208,632
" other.....	7,609,332	2,124,828	1,463,111		2,740,279
" parts of.....	3,015,467	709,340	1,173,357	18,182	917,453
Motors.....	1,183,924	327,480	654,737		88,878
Pipes.....	2,555,976	1,785,701	290,820		334,071
Tools.....	874,797	122,891	283,596		270,037
Other iron and steel and manufac- tures of.....	8,264,171	2,820,956	1,902,863	37,428	2,124,490
Metals, other :—					
Unmanufactured :—					
Lead in ingots.....	907,105	81,467	11,176		44,209
Tin plates.....	1,554,184	1,027,951	366,145		62,013
Zinc.....	413,025	14,347	4,426		30,286
Other unmanufactured metal.....	849,072	353,529	17,012		298,679
Manufactured :—					
Articles manufactured of copper and bronze.....	1,112,019	417,026	104,454	5	292,070
Articles manufactured of other metals.....	2,378,641	386,810	228,836		1,052,259
Clocks.....	257,126	5,122	55,220		166,781
Jewellery.....	1,962,015	189,763	20,505		820,147
Watches.....	2,060,735	43,936	121,991		304,954
Other manufactured metal.....	2,882,787	754,014	233,009		1,190,435

Imports into the Argentine Republic during the Year ended December 31, 1912, with the Portions Received from the United Kingdom, the United States, Canada and Germany—*Concluded.*

Articles.	Total.	From United Kingdom.	From United States.	From Canada.	From Germany.
	Pesos.	Pesos.	Pesos.	Pesos.	Pesos.
Agriculture—					
Bags.....	800,384	652,183	197		71,398
Binder twine.....	2,865,422	11,005	2,828,967		6,046
Ploughs.....	852,018	9,035	827,185	3,990	10,601
Reapers.....	2,811,249	47,878	2,018,824	327,035	15
Sackcloth.....	8,686,194	2,422,906	13,948		71,815
Seeders.....	341,566	230	335,586	5,180	540
Seed, Clover.....	767,821	500			160,775
Other.....	1,118,648	27,161	45,636		291,448
Shovels, picks and spades.....	350,526	109,913	213,123		19,232
Threshers.....	1,572,054	185,891	1,225,052		123,715
Other agriculture.....	1,872,744	170,739	1,217,551	30,680	135,488
Locomotion and conveyances—					
Automobiles.....	5,346,149	446,147	563,662		852,141
Fish plates.....	1,188,964	503,456	141,540		412,239
Locomotives.....	2,268,045	1,914,130			304,505
Railway materials.....	5,195,266	4,303,274	137,627		246,075
Rails.....	5,272,960	2,307,360	764,440		1,392,040
Steel beams, columns, &c.....	261,543	12,817			240,415
Tramway materials.....	1,728,877	524,467	111,633		620,750
" carriages.....	280,215	210,210	6,005		3,007
Wagons.....	3,950,791	2,746,275	579,126		76,880
Other locomotion, &c.....	7,305,858	3,542,087	794,204	16,171	1,450,142
Stone, clay and glass—					
Unmanufactured					
Coal and coke.....	26,204,392	24,694,289	853,646	67,886	403,170
Hydraulic earth.....	4,144,561	663,751	14,036		267,498
Other stone, clay, &c.....	2,576,304	231,120	173,558		126,664
Manufactured.....	11,127,322	2,543,737	538,164	6	2,747,203
Electrical supplies.....	9,308,285	2,313,959	548,267		5,345,904
Sundry articles and manufactures.....	14,704,053	3,479,225	754,772	1,367	4,628,652
Total imports, 1912.....	384,853,469	118,669,226	59,126,951	2,266,257	63,941,503
" " 1911.....	366,810,686	108,637,430	52,353,390	2,883,761	64,862,211
" " 1910.....	351,770,656	109,377,394	48,418,892	2,577,506	61,128,888
" " 1909.....	302,756,095	99,198,269	43,068,829	1,891,530	44,555,770
" " 1908.....	272,973,000	93,371,000	35,597,000		37,847,000

Brazil.

Brazil is another South American market, in which an exceptional opportunity is created by the war for Canadian producers to gain a foothold from which permanent trade should inevitably follow. In Southern Brazil there is a large German population, and these people naturally favour the fatherland in the purchases of their requirements. The German traders also have made a thorough study of Brazilian conditions and have adapted their commercial methods accordingly. The result has been that a large share of the trade with Brazil has fallen to their lot, and which they have been enabled to maintain in spite of keen competition on the part of other countries. This large German trade with Brazil, however, must now be abandoned. It rests, therefore, with producers in Canada to see that a due share of it falls to the Dominion.

IMPORTS INTO BRAZIL.

The imports into Brazil for the year 1912 were valued at \$308,243,736. Germany's share of this amounted to \$53,018,079, while to the value of \$77,615,548 was imported from the United Kingdom and \$48,109,316 from the United States. Canada's sales to Brazil in 1912 were valued at \$1,165,869. The table of imports into Brazil, given below, is compiled from the Brazilian returns; the values, therefore, are expressed in Brazilian paper milreis, the par value of which in Canadian currency is 33½ cents.

KINDS OF MERCHANDISE IMPORTED.

The articles imported into Brazil are very much of the same nature as those imported into the Argentine Republic. Like Argentina, Brazil is a country largely dependent on agriculture, her manufactures are but few and their output small. She therefore depends on her imports from abroad for the supply of her requirements of manufactured goods. A recent report of the United States South American Bureau, referred to above, enumerates the following list of commodities that would at present find a ready market in Brazil: Flour, cement, condensed milk, rubber goods, pianos, furniture, dried fruits, typewriters, paints. Brazilian purchases from Germany are of the same character as Argentina's purchases from that country. In addition, however, to those articles mentioned in considering Germany's exports to Argentina, the following may be added as articles of German manufacture that have been especially in demand in Brazil: Agricultural machinery, arms and ammunition, cement, earthenware, industrial machinery, motor cars, locomotives, phonographs, paints, scientific instruments, stationery and toys. The next step, therefore, is to consider in somewhat greater detail the principal articles imported into Brazil from Germany with a view to pointing out the opportunity for increased sales of Canadian goods, resulting from the withdrawal of Germany's supplies from the Brazilian market. The following table shows the imports from the three principal exporting countries and from Canada:—

Statement showing Imports into Brazil, together with the portions received from the United Kingdom, the United States, Canada and Germany, during the Year ended December 31, 1912.

NOTE: Paper Milreis=about 33½ cents.

Articles.	Totals.	From United Kingdom.	From United States.	From Canada.	From Germany.
	Paper Milreis.	Paper Milreis.	Paper Milreis.	Paper Milreis.	Paper Milreis.
Animals, living :—					
Cattle.....	3,288,813	57,431	30,936		35,838
Horses and mares.....	951,619	337,041	6,213		15,681
Sheep and lambs.....	1,046,563	12,400			3,959
Arms and ammunition :—					
Artillery arms.....	605,125	113,685	342		4,853
Gunpowder.....	59,992	49,549			9,470
Lead bullets, shot, fuses and cartridges.	6,730,905	164,124	1,413,147		4,233,486
Rifles, revolvers, pistols and other fire-arms.....	7,048,194	67,232	1,768,548		3,435,338
Other.....	181,495	2,448	17,299		89,653
Asphalt.....	534,236	6,961	121,553		43,302
Bootblacking.....	224,585	89,737	60,485		53,037
Boxes and cases, all kinds.....	335,199	13,326	20,776	6	170,991
Breadstuffs :—					
Barley.....	12,309	252			431
Beans.....	2,613,925	1,063	76,595		8,540
Biscuits and ship biscuits.....	294,348	225,055	15,255		7,850
Bran.....	156,798	296	106,341		
Cereals and alimentary grains.....	1,060,581	36,164	37,906	94	209,968
Flour ;—Wheat.....	36,259,832	3,266	12,382,716	615	938
Other, and meals.....	664,209	148,907	177,811	870	99,575
Maize.....	611,098		42,354		2,335
Malt.....	5,160,959	2,433			1,496,594
Rice.....	2,901,652	66,213	4,373		202,568
Wheat.....	43,346,654		661		
Bricks and tiles :—					
Mosaics and bricks for pavement.....	1,629,536	233,752	19,512		449,317
Refractory bricks and bricks for construction.....	536,956	272,182	55,138		64,438
Tiles.....	1,916,302	104,531	2,105		95,522
Brooms, brushes, dusters and pencils.....	860,302	81,402	15,232		303,821
Buttons.....	1,925,094	37,937	29,123		406,756
Carriages and other vehicles :—					
Motor cars.....	16,590,390	982,611	855,517		4,715,757
Motor cars, accessories for.....	3,910,477	337,447	341,563		989,621
Railway cars and wagons.....	22,812,326	3,664,679	5,919,966		1,025,575
Other.....	880,994	97,831	498,613		128,912
Celluloid, mfrs. of.....	795,115	4,880	15,109		99,016
Cement.....	16,266,875	3,516,836	852,725	19,686	7,803,410
Chemical products, drugs and pharmaceutical specialties :—					
Carbonate of calcium.....	1,344,430	536	163,575	22,547	172,523
Caustic soda.....	1,545,893	1,490,562	6,052		24,908
Mineral waters.....	1,220,160	31,074	591		229,238
Others.....	17,494,819	3,329,280	1,505,017	4,037	5,385,941
Clocks and watches.....	1,466,591	16,955	344,580		332,649
Coal, coke and patent fuel :—					
Coal.....	57,114,658	47,868,162	8,617,432		222,892
Coke.....	461,573	359,150	5,148		91,738
Patent fuel.....	6,844,095	6,487,165			38,145
Cottons :—					
Lace, loop-lace, galloons, fringes, &c... ..	3,525,816	946,418	32,355		1,417,545
Hosiery.....	1,282,682	17,926	7,919		1,099,071
Piece goods ;—Bleached.....	4,502,537	4,050,228	37,374		42,155
Dyed.....	10,262,098	8,978,039	169,545		230,699
Printed.....	2,891,566	2,586,344	3,694		126,559
Unbleached.....	788,060	733,134	13,553		10,211
Other.....	25,739,825	14,239,970	215,235		4,517,072
Sewing thread.....	6,553,594	5,971,064	18,351		376,358
Tapestry, oilcloth and carpets.....	727,685	335,810	41,642		189,454
Wearing apparel.....	3,524,911	663,438	125,391		686,474
Yarn.....	3,553,848	1,670,141	29,525		808,504
Other manufactures.....	11,716,037	3,372,990	577,890		4,520,304
Dynamite, fuses and other explosives.....	1,741,596	1,289,252	31,697		282,212
Earthenware, porcelain, glass and crystal.....	14,539,784	3,494,169	596,722		5,609,530

Statement showing Imports into Brazil, together with the portions received from the United Kingdom, the United States, Canada and Germany, during the Year ended December 31, 1912—Continued.

NOTE: Paper Milreis = about 33½ cents.

Articles.	Totals.	From United Kingdom.	From United States.	From Canada.	From Germany.
	Paper Milreis.	Paper Milreis.	Paper Milreis.	Paper Milreis.	Paper Milreis.
Fish:—					
Cod.....	20,201,411	1,389,496	863,458	2,813,420	88,226
Preserved and extracts of....	3,917,106	138,923	445,081	89,634	95,156
Fruits and vegetables:—					
Apples.....	901,245	45,598	625,161	39,174	935
Fruits, fresh.....	2,972,179	4,724	655,162		7,170
Vegetables, fresh.....	86,930		2,700		46
Fruits, dried.....	2,175,070	5,603	60,396	55	93,711
Vegetables, green and dried.....	109,405	210	2,519		30,373
Fruits preserved and extracts of....	198,029	10,731	102,916		10,456
Vegetables preserved and extracts of....	1,888,267	62,112	47,566	20	151,812
Fur skins, dressed and undressed.....	1,458,641	163,318			620,085
Hats.....	2,367,215	275,702	23,892		74,405
Hay.....	1,965,582				
Hides and skins, tanned or otherwise prepared.....	11,087,480	694,853	1,735,036		4,900,331
Hops.....	1,448,717	1,107	340		939,799
Horns and bones, mfrs. of.....	351,377	11,807	4,174		65,126
Instruments:—					
Dental and surgical.....	1,380,226	123,089	626,286		291,744
Mathematical, physical, chemical and optical.....	2,075,161	235,064	591,613		670,377
Jute and hemp:—					
Crude.....	3,319,592	285,697	93,838		20,554
Yarn.....	6,730,061	6,064,007	8,438		74,609
Manufactures of.....	1,353,285	658,916	93,563		249,572
Leather:—					
Belting.....	1,086,895	636,866	137,189		132,078
Boots and shoes.....	1,642,889	69,426	1,029,932		37,953
Other manufactures.....	2,004,247	388,103	139,186		763,246
Lighting appliances.....	1,439,512	330,719	187,442		690,575
Linon:—					
Piece goods.....	5,630,031	2,403,580			204,829
Wearing apparel.....	315,044	112,030	503		43,519
Yarn and thread.....	893,438	691,132	1,616		95,644
Other manufactures.....	838,037	391,474	4,317		171,982
Liquors:—					
Beer.....	771,575	680,233	226		81,729
Beverages:—Alcoholic and fermented.	2,597,345	652,674	14,360	7,089	28,156
Unenumerated.....	325,568	171,816	112,845		7,290
Vermouth, bitters and similar beverages	2,872,857	8,216	3,733		261,777
Wines,—Champagne and other sparkling	1,047,194	1,681			6,561
Common.....	30,212,474	3,068	2,025		269,676
Fine (Porto and other similar)	7,407,777	1,057			2,071
Machinery, apparatus, utensils and tools:—					
Agricultural machinery.....	2,169,382	260,579	1,265,322		563,324
Industrial machinery.....	17,795,468	8,586,555	713,224		5,513,155
Locomotives.....	11,585,752	1,421,013	5,783,790		3,958,679
Machinery for electricity and electric lighting.....	14,867,282	1,760,080	6,368,801	899	4,251,435
Motors and fixed engines.....	4,513,328	1,028,316	1,316,495		1,568,396
Sewing machines.....	8,184,518	325,393	4,830,440		2,977,733
Typewriters and accessories.....	1,308,697	10,359	1,068,342	1,451	185,774
Tools and utensils of all kinds.....	10,223,137	4,751,704	2,147,487	364	2,045,223
Other.....	36,428,526	9,750,547	11,920,505	107,039	7,794,210
Marble, alabaster and porphyry.....	933,842	62	19,368		4,848
Metals and manufactures of:—					
Copper and alloys of:—					
Unmanufactured.....	3,259,083	1,824,588	86,068		1,051,275
Manufactured:—					
Electric cables.....	791,981	745,887	772,725		154,503
Wire.....	3,997,645	201,221	2,631,491		880,846
Other.....	6,323,735	1,686,998	529,903		2,419,269

Statement showing Imports into Brazil, together with the portions received from the United Kingdom, the United States, Canada and Germany, during the Year ended December 31, 1912—*Continued.*

NOTE: Paper Milreis=about 33½ cents.

ARTICLES.	Totals.	From United Kingdom.	From United States.	From Canada.	From Germany.
	Paper Milreis.	Paper Milreis.	Paper Milreis.	Paper Milreis.	Paper Milreis.
Metals and manufactures of:— <i>Con.</i>					
Gold, silver and platinum;—					
Unmanufactured:—					
Silver bars.....	2,910,989	643,038	1,596,048		29,722
Other.....	48,831	2,226	8,906		12,987
Manufactured.....	1,288,800	22,929	9,763		761,005
Iron and steel:—					
Unmanufactured,—					
Iron bars, rods, plates and sheets....	5,554,494	1,637,216	355,003		1,759,391
Iron cast, pigs, puddled and filings....	1,151,839	1,023,727	21,691		101,170
Steel bars and rods.....	2,918,842	1,601,808	291,335		250,614
Manufactured:—					
Axles, wheels, and appertainings for railway cars and wagons.....	4,105,698	830,086	839,472		1,334,630
Cutlery (manufactures of).....	2,690,544	1,042,072	551,493		1,781,811
Galvanized corrugated sheets.....	6,366,107	4,760,817	1,016,670		284,090
Hardware, small.....	1,729,929	327,804	434,885		730,379
Iron structures for buildings.....	9,576,949	2,004,695	608,553		3,781,220
Manufactures of enamelled iron.....	1,500,386	182,482	40,235		1,171,540
Nails, screws, rivets and staples.....	1,691,807	443,382	362,796		361,340
Rails, joinings and railway accessories.....	29,000,773	2,322,234	5,775,154		4,153,742
Telegraph and telephone stakes and other pieces for bridges and fences.....	4,569,469	1,210,245	1,016,380		806,183
Tin plate in sheets.....	4,393,230	3,439,230	838,846		50,281
Tubes, pipes and joinings.....	12,277,624	6,143,774	1,296,901		3,044,990
Wire.....	8,902,462	704,543	2,545,970		4,337,807
Other.....	13,940,247	5,694,835	1,468,127		4,625,643
Lead and alloy:—					
Lead pigs, ingots and sheets.....	1,620,310	429,263	213,991		199,797
Lead pipes.....	159,277	140,580	5,489		7,961
Printer's type.....	721,176	5,980	6,456		330,721
Manufactures of.....	53,782	14,956	20,309		10,838
Tin and alloys:—					
Tin bars, rods, sheets and plates.....	1,204,807	829,037	45,376		193,827
Manufactures of.....	444,431	22,929	46,623		271,875
Zinc and alloys:—					
Zinc plate, bar and sheet.....	556,303	52,252	9,826		117,435
Manufactures of.....	503,867	377,458	13,193		73,975
All other metals:—					
Unmanufactured.....	25,954	4,427	340		14,670
Manufactured.....	314,317	27,792	16,613		219,691
Milk, condensed.....	4,315,275	55,219	57,298		38,591
Musical instruments:—					
Phonographs and accessories.....	1,418,269	13,221	428,312		936,796
Pianos.....	2,677,835	91,176	392,133		1,876,054
Other.....	1,273,700	45,212	50,111		778,293
Oils:—					
Gazoline.....	3,662,189	17,669	3,597,098		2,958
Kerosene or refined petroleum.....	13,673,983	10,590	13,544,810		330
Linseed.....	3,162,886	2,819,954	2,823		265,877
Lubricating.....	3,901,265	470,029	2,511,606		399,549
Olive.....	6,754,785	2,029	3,496		608
Vegetable oils for industrial purposes.....	1,675,778	74,731	763,436		150,861
Paints and colours:—					
Aniline or fuchsin colours.....	1,701,377	51,838			1,529,468
Dry paints.....	1,118,157	265,846	6,125		541,771
Paints, prepared.....	2,329,641	1,218,343	404,221		395,359
Red lead or minium.....	245,710	156,561	1,045		72,116
Ultramarine blue and indigo.....	274,777	105,680	983		114,418
White lead and zinc white.....	1,454,750	95,066	2,681		130,252
Paper:—					
Printed books, newspapers, periodicals, music, maps or geographical charts or similar articles.....	2,775,866	91,445	89,180	157	303,847

Statement showing Imports into Brazil, together with the portions received from the United Kingdom, the United States, Canada and Germany, during the Year ended December 31, 1912—*Concluded*.

NOTE: Paper Milreis=about 33 $\frac{1}{3}$ cents.

ARTICLES.	Totals.	From United Kingdom.	From United States.	From Canada.	From Germany.
	Paper Milreis.	Paper Milreis.	Paper Milreis.	Paper Milreis.	Paper Milreis.
Paper:— <i>Con.</i>					
Printed matter, post cards, callendar, &c.	1,589,571	114,432	700,958	6	450,558
Printing paper	6,513,121	188,816	42,013		2,725,201
Writing paper	1,315,350	101,245	40,093		682,538
Other	6,696,474	309,406	269,154		3,583,338
Perfumery.	5,117,310	170,223	175,594		233,191
Photographic apparatus and accessories...	693,001	130,021	152,969		223,743
Pipes, cigar or cigarette holders and any articles for smoking.	1,930,392	35,234	826		391,601
Provisions:—					
Butter	4,316,290	16,290	344		26,954
Cheese	4,258,973	50,220	130	161	16,786
Eggs	3,718		3,718		
Lard	344,640	3,507	285,152		
Meats:—Bacon.	579,152	51,293	486,321		542
Beef, jerked	13,909,296				
Hams	1,624,310	1,417,943	47,004		56,392
Preserved and extracts of.	953,103	43,458	77,880		40,116
Rosin	4,922,796	22,274	4,781,256		67,983
Rubber, manufactures of	2,973,632	869,795	564,581		892,870
Saltpetre	872,388	385,552	3,103		336,901
Salt	2,261,389	426,153			142,622
Silk:—					
Piece goods	1,228,807	518,772	1,176		139,236
Ribbons	849,098	5,624	180		216,784
Yarn and thread	1,452,743	34,722	24,164		833,005
Other manufactures	1,178,717	71,728	12,353		280,649
Soap, unscented	894,132	614,810	110,426		114,334
Soda ash or potash	661,832	614,639	1,237		21,521
Spices	1,427,634	96,708	29,174		199,587
Starch	658,133	184,785	4,640		216,266
Stationery for offices and schools	1,622,944	357,247	177,044	370	808,095
Steamers, sailing ships and other vessels.	15,444,577	9,304,581	1,721,051		674,450
Straw, broom grass, cocoa fibre and similar fibrous materials:—Unmanufactured	1,071,985	3,360	1,609		47,246
Manufactured	1,790,619	945,700	126,307	219	242,462
Tallow and grease	249,286	46,776	8,871		23,011
Tea	870,309	27,837	1,780		6,556
Tobacco:—Unmanufactured	1,063,001	2,600	137,830		23,788
Manufactured	93,281	3,689	8,365		3,852
Toys	1,768,123	44,777	31,382		1,467,697
Umbrellas and parasols	1,246,108	18,675	521		691,558
Varnishes, all kinds	613,494	357,951	152,224		53,134
Vegetables:—Garlic and onions	1,629,717	858	15		768
Potatoes	4,084,165	7,536	5,459		506,331
Wood:—Unmanufactured:—					
Pine stumps, planks, boards, &c.	8,556,258	183,201	7,115,500	372,633	53,809
Staves and hoops	577,511	89,403	24,339		348,102
Other	2,609,956	61,350	102,359		177,984
Manufactured	5,621,008	621,606	714,472		920,742
Wool:—					
Piece goods	9,635,637	6,130,165	3,300		1,672,072
Wearing apparel	303,966	21,773	860		119,588
Yarn	6,563,767	730,849			626,311
Other manufactures	2,466,176	410,241	17,495		1,423,600
All other articles	31,102,178	5,059,699	2,477,423	17,063	6,301,816
Total imports (mdse.), 1912	951,369,558	239,554,161	148,485,544	3,497,609	163,636,048
" " 1911	793,716,446	230,541,951	105,865,208	3,133,230	133,274,169
" " 1910	713,863,143	203,215,348	91,678,539	3,514,178	113,501,606
" " 1909	592,875,927	159,054,687	73,410,928	3,143,829	92,340,923
" " 1908	567,271,636	163,422,796	68,703,448	3,729,875	84,259,135

ANALYSIS OF IMPORTS.

In considering the above tables it will be seen that in 1912 Germany supplied motor cars to the value of 4,715,755 milreis, being nearly 30 per cent of the total import, while of cement Germany supplied 7,803,410 milreis, or nearly 50 per cent of the total import, most of the balance being supplied by Great Britain and the United States, Canada providing an import valued at 19,686 milreis. Under the heading of chemical products and drugs, Germany supplied to the value of 5,385,941 milreis, being nearly one-third of the total imports. Under the heading of cotton piece goods, excluding bleached, dyed, printed and unbleached, the German supplies amounted to 4,517,072, being about 20 per cent of the total supplied, the largest figures of import, however, being from Great Britain. Under the heading of sewing thread, tapestry, wearing apparel and yarn appears the item of other manufactures and against this item is found the figure of 4,520,304 milreis as supplied by Germany, being nearly one-half the total. Germany supplied of earthenware, porcelain, glass and crystal 5,609,530 milreis, being nearly one-half the total imports. Under the heading of hides and skins, tanned or otherwise prepared, with a total import of 11,087,480, milreis, Germany supplied values to the extent of 4,900,331. Under the heading of industrial machinery, with a total import of 17,795,486 milreis, Germany supplied 5,513,155, and of locomotives she supplied 3,988,679 milreis, of machinery for electricity and electric lighting 4,251,435 milreis, her principal competitor in this item being the United States. Under the heading of sewing machines her principal competitor was the United States and her supplies amounted to 2,977,733 milreis. Under the heading of small machinery, such as motors, sewing machines, typewriters, tools, &c., against the item 'other' there appear German figures amounting to 7,794,210 milreis against a total import of 36,428,526, her principal competitor being the United States closely followed by Great Britain. Under the heading of electric cables, wire, &c., are figures closely amounting to 2,419,268 milreis. Under the item of iron structure for buildings imports from Germany amounted to 3,781,220 milreis, and under the heading of rails, joinings and railway accessories German figures amounted to 4,153,742, her principal competitor being the United States. Under the heading of wire, German imports amounted to 4,337,807 and under the item 'other' following wire, figures appear amounting to 4,625,643. The classification is somewhat confused and in this case it is difficult to be quite certain how far wire referred to in previous item under copper, electric cables, &c., may comprise some of the figures in the item now under review. Germany has almost a monopoly of Brazilian import of pianos, her share of the total amounting to 1,876,054 milreis. Interesting figures appear under the heading of paper, where a number of items are specified under the heading of 'other' no less a figure than 3,583,338 milreis is attributed to Germany. Only principal items have been referred to for comment and careful study of the table given is desirable in the interests of persons producing particular varieties of goods. In the totals given at the end of the table an important total increase from 1908 to 1912 is shown, but the German increase in those years amounted to nearly 100 per cent and illustrates the highly important growth of German trade in this region.

COMMERCIAL CONDITIONS IN BRAZIL.

The following summary of the commercial conditions in Brazil, which appeared in the *Board of Trade Journal*, may be appended as further amplifying the article on Brazilian trade lost to Germany published in this issue:—

CHANGING BUSINESS METHODS.

Up to the end of 1912 the increasing prosperity in the foreign trade of Brazil gave little indication of the general decline that was to follow in 1913. Rubber and coffee, upon which Brazil mainly depends for the meeting of her foreign obligations, contributed 84 per cent of the total value of exports in 1912. The increase in the value of coffee exports was almost entirely due to the high prices ruling. Rubber prices fell considerably, but there was a large increase in the amount exported. The balance in favour of exports plus capital imported from abroad enabled the country to meet punctually its foreign obligations, while the large importation of gold was taken as a further sign of prosperity.

This prosperity was suddenly arrested through the stringency in foreign money markets which followed the outbreak of the Balkan war. Brazil had for so long grown accustomed to the unchecked inflow of foreign capital that her economic developments suffered an immediate setback directly such assistance was withheld. During the five years 1908-12 Brazil had only to ask for money to get it. Much of the capital borrowed was no doubt fruitfully employed, but much of it was expended in unproductive undertakings. The easy acquisition of capital led both the Government and private individuals to be extravagant from over-confidence. The withdrawal of capital was followed by a decline in the prices of the chief Brazilian products—rubber and coffee. The Government were unable to meet obligations they had incurred upon railways, quite apart from the indebtedness they were under to many enterprises of doubtful value. Many businesses founded upon apparently prosperous conditions, when pressed by their creditors, had to go into liquidation. It was the combination of all these causes which led to the present crisis. The serious character of the present situation has convinced the Brazilian authorities of the necessity of minimizing its effects by practising strict economy in the various branches of the administration, but while the treasury, aided by the Bank of Brazil, is setting an excellent example in this respect, there is still an inclination to embark upon undertakings which might well be left over to more prosperous times. However much individual ministers may try to cut down expenditure, the finances of the country can never be kept under proper control so long as Congress has the power to vote huge sums outside the budget in a series of special credits.

Ten years ago it was possible for most foreign engineering firms and manufacturers of apparatus of an engineering character to do business in Brazil by remitting catalogues through the post, or by appointing a local firm of merchants or traders as agents. A travelling representative at that time, furnished with a catalogue, not necessarily in the Portuguese language, could take any number of orders. In fact, he had the country at his call, and the payment for the goods in his pocket when the orders were given. Delivery was as suited his convenience, and a matter of six months was not considered in any way of material importance.

To-day that happy condition of affairs for the United Kingdom manufacturer has been entirely changed. With the exception of a few special lines, such as special engineering tools, drills, concrete reinforcing, apparatus for special uses, and specialties generally, it is not possible to take orders for deferred deliveries, as stocks of all general appliances are now held in Rio de Janeiro in large quantities. In the case

of electrical apparatus, for example, nearly every conceivable article is on sale by several local firms. It is possible to select and buy on the spot complete sets of steam-driven electric generators, switch boards, instruments, dynamos, electric motors, and the whole series of electrical apparatus.

The minor classes of engineering articles such as pumps, ventilators, tools (including lathes and other machines) are stocked ready for immediate delivery. Business is, of course, conducted in the Portuguese language, and all catalogues and descriptive matter are in Portuguese. It is, moreover, worthy of note that such enterprise is largely in the hands of Germans, Italians and Americans.

Such competition must, of course, be classed as both internal and external, but there is also a growth of purely internal competition by local manufacturers of engineering appliances, though not to a great extent. The domestic manufacturers consist of such articles as enamelled iron baths, sanitary fittings, steel plate work, tanks, girder work, and foundries for both iron and yellow metal.

United Kingdom firms desirous of opening up business in Brazil should recognize that, with the present facilities for rapid ocean transit, deliveries are asked for in the shortest possible time, and that whenever it is possible the order should be transmitted by cable. Two months are now considered ample time in most cases.

The clearing and transportation of goods on arrival is one of the main difficulties to be faced by importers. A glance at a map of the railway systems will show how small a portion of the country is yet reached by railways, and even these in many cases are not yet sufficiently equipped for handling goods other than the agricultural produce of the particular neighbourhood which they serve.

At all the principal ports the dock accommodation is inadequate. At Pernambuco both passengers and goods are slung in cages, by means of the Ships' derricks, into lighters, there being no docks. At Bahia there are shallow water docks, and deep water docks are now under construction. At Rio de Janeiro there are no docks, but only a wharf which cannot cope with all the business of the port. Consequently many ships have to discharge into lighters in the bay. At Santos there is also a wharf, but as this is a private concession the dues are very heavy. The most important port in Brazil is Rio de Janeiro, where the fine natural bay affords protection to shipping.

With regard to transportation in the city of Rio de Janeiro, each merchant has to provide for his own cartage.

The clearance of goods at the customs is accompanied by much delay. All goods have to be cleared through registered legal officials (*dispachantes*) who charge a fixed fee according to the number and size of the goods. The average time to get possession of any goods is three weeks, and in the case of small articles a month to six weeks is usual.

Payments for work done and goods supplied are notoriously behind-hand in Brazil. It is quite a common experience to have to wait twelve months for payment, or to take it in instalments, and then at a cost which practically wipes out all profit, unless the contingency has originally been allowed for.

The need for local representation cannot be too strongly urged upon United Kingdom firms trading, or desirous of trading, with Brazil. Numerous instances could be cited of foreign firms whose business success in Brazil has been entirely due to the intelligence and ubiquity of their representatives.

PRESENT TRADE OPPORTUNITIES.

The *Board of Trade Journal* also publishes the following reply to a cable despatch to H.M. Consul-General at Rio de Janeiro with reference to the opportunity afforded by the war for securing trade formerly in the hands of German and Austrian or Hungarian rivals:—

H. M. Consul-General at Rio de Janeiro reports (August 18) that an opportunity certainly offers for British firms to secure trade now in German hands. Traders should make arrangements for payment in gold and not in paper currency, since the

Government propose to make a large local issue of paper and in all probability exchange will decline sharply. British firms desiring to transact business should send competent representatives possessing the necessary technical knowledge to study local conditions. H. M. Consul-General adds that in Rio de Janeiro firms are in a good financial position, and it should not be difficult to secure regular payment, but the utmost caution should be exercised in the choice of customers.

Article No. 3.

BRITISH TRADE LOST TO GERMANY.

Article No. 1 of the special series dealing with the European war and its relation to Canadian trade appears in the Weekly Report No. 554 and was concerned with the share of Germany and Austria-Hungary in the trade with Canada which is interrupted as a result of the war. Article No. 2, which appeared in No. 555 of the Weekly Report, dealt with German exports to Argentina and Brazil—the two principal South American countries—and pointed out that owing to the cessation of those exports during the war a rearrangement of commercial arrangements must ensue whereby other countries, including Canada, will find an opportunity for enlargement of trade.

The present issue being No. 3 of the special series, deals with the interrupted exports of Germany to the United Kingdom, and the following table for purposes of comparison shows total imports, and also imports from the United States, Canada and Germany. It will be remembered that the exports from Great Britain to Germany amounting in 1912 to £59,571,964 are also interrupted, and British manufacturers may be expected to make every effort to supply the goods formerly obtained from Germany as compensation for the loss of the German market.

STATEMENT showing the Values of the Principal Articles Imported into the United Kingdom during the Year ended December 31, 1912, together with the portions received from Canada, the United States and Germany.

NOTE.—£ = \$4.86.

Principal Article.	Total Imports.	Imports from Canada.	Imports from the United States.	Imports from Germany.
Animals living:—	£	£	£	£
Cattle.....	982,958	142,508	801,205	.....
Horses.....	473,019	1,178	40,523	8,755
Sheep.....	23,793	1,790	22,003	.....
Caoutchouc and gutta-percha.....	22,325,381	.....	123,845	373,467
Caoutchouc, manufactures of.....	823,827	71	308,666	352,787
Carriages, wagonettes, &c., motor cars and parts thereof.....	7,771,223	68,719	1,380,967	1,453,314
Chemical manufactures and products unenumerated.....	4,269,154	92,102	154,032	1,716,654
Cocoa, raw.....	1,948,889	.....	324	77,308
Coffee, raw.....	2,516,383	.....	2,123	4,961
Corn, grain, meal and flour:—				
Barley.....	7,871,581	174,122	340,777	417,340
Beans.....	782,585	.....	1,959	41,809
Buckwheat.....	26,305	.....	16	.....
Lentils.....	72,046	.....	.....	5,008
Maize.....	13,593,216	17,773	1,483,706	.....
Oats.....	6,338,451	703,982	739,446	777,891
Pease.....	1,291,602	8,662	20,784	232,684
Rye.....	281,126	25,117	18,563	24,422
Wheat.....	46,445,232	8,844,953	8,327,344	135,293
Maize meal.....	240,827	.....	119,467	.....
Oatmeal.....	602,574	449,379	128,544	.....
Wheat flour.....	5,518,504	2,216,077	2,284,166	199,234
Flour and meal, other, except rice flour.....	121,753	.....	11,672	57,709
Malt.....	16,311	.....	.....	9,488
Offals of corn and grain except rice meal, &c.....	316,117	.....	3,033	2,544
Rice, rice meal and flour.....	3,756,979	3,641	5,637	124,363
Farinaceous substances:—				
Sago, sago meal and flour.....	266,252	.....	.....	.....
Tapioca and cassava powder.....	318,074	.....	.....	.....
Tapioca flour.....	285,772	.....	.....	.....
Other farinaceous substances.....	350,977	60,655	99,967	15,610
Total corn, grain, &c.....	88,496,284	12,504,361	13,585,081	2,043,387
Cotton, raw.....	80,238,960	.....	55,232,346	46,991
Cotton manufactures.....	10,556,038	.....	429,572	6,868,012
Drugs.....	2,167,796	5,890	302,047	344,523
Dying or tanning stuffs.....	4,091,336	5,582	103,049	1,709,386
Fish.....	3,915,791	1,003,144	469,990	3,511
Flax, hemp and jute, unmd.....	17,131,540	.....	4,816	160,239
Fruits—				
Apples, raw.....	2,507,024	847,583	1,062,401	1,412
Bananas, raw.....	1,964,200	.....	.....	.....
Currants, dried.....	1,606,124	.....	.....	.....
Figs, and fig cake, dried.....	217,565	.....	.....	.....
Grapes, raw.....	731,278	.....	.....	.....
Lemons, limes and citrons.....	407,117	.....	.....	3,459
Oranges.....	2,348,375	.....	28,351	2,897
Pears, raw.....	548,702	7,996	77,559	12,061
Plums, raw.....	321,405	.....	9,786	39,662
Raisins, dried.....	1,532,799	.....	18,622	11,425
Glass.....	3,281,075	.....	40,885	1,131,269
Hides, raw.....	5,653,702	2,328	23,600	191,587
Leather.....	11,725,686	174,772	4,485,149	2,091,700
Leather manufactures.....	3,454,275	.....	414,725	1,280,937
Machinery and parts thereof.....	6,820,683	80,207	3,318,113	2,435,917
Metals and ores.....	59,345,819	397,049	6,812,962	9,539,590
Musical instruments.....	1,020,192	24,497	125,273	767,992
Oils.....	19,298,656	157,024	6,289,827	1,376,536
Oil seed cake.....	2,498,821	107,862	852,253	402,177
Paper and articles of paper.....	7,234,437	137,584	248,210	1,515,600
Paper making materials—				
Pulp of wood.....	4,418,420	102,102	13,502	293,877
Other kinds.....	1,148,576	.....	15,667	46,604

STATEMENT showing the Values of the Principal Articles Imported into the United Kingdom during the Year ended December 31, 1912, together with the portions received from Canada, the United States and Germany—*Concluded.*

Principal Articles.	Total Imports.	Imports from Canada.	Imports from United States.	Imports from Germany.
Provisions :—	£	£	£	£
Butter	24,354,193	145	15,250	12,221
" margarine	3,514,045		13,488	
Cheese	7,414,091	4,347,832	66,565	
" margarine	767		767	
Eggs	8,394,524		200	220,506
Lard	1,573,136	208,302	1,212,310	10,743
" imitation lard	434,623		369,058	
Meats :—				
Bacon	14,555,548	1,175,527	4,863,337	
Beef, fresh	13,674,137	23,119	15,110	
" salted	113,975	267	11,719	
Hams	2,720,379	231,379	2,476,904	3,647
Mutton, fresh	9,698,783			
Pork, fresh	830,743		18,340	
" salted (other than bacon and hams)	270,265	1,689	105,236	1,006
Poultry and game	934,996	11,046	72,203	
Rabbits, dead	617,168			
Unenumerated, salt or fresh	1,573,177	17,870	194,335	1,931
Preserved otherwise than by salting :—				
Beef	2,018,396	2,191	121,524	7,236
Mutton	266,408	455	10,446	
Other sorts (other than bacon and hams)	798,833	11,916	460,691	23,168
Total provisions	96,758,187	6,031,738	13,164,513	280,458
Seeds	14,143,402	48,775	348,719	372,251
Silk, unmanufactured	2,187,608		541	243,579
Silk manufactures	13,615,232		80,905	2,253,555
Skins and furs, including manufactures of	10,668,139	272,234	1,788,309	1,804,521
Spirits	1,595,968	3,449	143,886	93,884
Starch, farina, dextrine and potato flour	1,119,143		300,145	270,036
Sugar and molasses	26,651,866	2,342	1,552,348	6,201,591
Tallow and stearine	3,580,104		135,857	21,913
Tea	13,131,783	1,256	38,069	3,273
Tobacco	6,359,115	577	4,349,032	128,756
Toys	1,350,192		47,429	1,090,534
Vegetables, raw :—				
Potatoes	1,745,578			94,257
Onions	1,303,388		2,298	2,524
Other kinds	1,635,781			16,065
Wine	4,287,426		11,618	272,169
Wood and timber :—				
Hewn	7,940,151	472,810	1,154,440	415,242
Sawn	17,342,006	2,907,640	2,026,641	217,670
Staves	961,942	5,758	272,103	82,653
Furniture wood and hard woods	2,113,056	76,799	739,831	60,279
Wood manufactures :—				
House frames, fittings, joiners, and cabinet work	588,375	12,737	124,216	68,261
Woodware, turnery, &c	2,288,453	45,676	1,076,054	295,767
Wool	35,558,524	16,881	30,836	179,303
Woollen rags	1,009,294	30,911	197,046	308,680
Woollen and worsted yarn	3,171,657			483,027
Woollen manufactures	6,940,674		17,782	2,096,072
All other articles imported	78,871,351	946,715	9,970,932	15,780,274
Totals	742,735,701	26,740,857	134,411,009	69,444,591
Parcel post (goods not liable to duty)	1,904,930	139,973	168,295	603,561
Total imports 1912	744,640,631	26,880,830	134,579,304	70,048,152
" " 1911	680,157,527	24,593,945	122,694,486	65,280,739
" " 1910	678,257,024	25,634,886	117,607,435	61,829,590
" " 1909	624,704,957	23,222,963	118,353,893	57,784,655
" " 1908	592,953,487	24,463,488	123,900,831	54,959,859

ANALYSIS OF TABLES.

In considering the above figures, attention is first directed to the totals shown at the bottom of the tables from which it appears that the total imports to the United Kingdom have increased from £593,000,000 (in round figures) in 1908, to £743,000,000 in 1912. It is interesting to note that although the increase has been continuous—that is, there has been no year without an increase—yet the fluctuations in that increase have been striking. Again using round figures, it will be seen that the increase in 1908 to 1909 was £32 million, from 1909 to 1910 £53 million, from 1910 to 1911 £2 million, and from 1911 to 1912 £5 million. Among her enormous imports there may be found grain and flour to the extent of £88 million, provisions £96 million, cotton £80 million, metals and ores £59 million, wool £36 million, sugar £29 million, oils £19 million.

Imports from Canada have risen from £24 million in 1908 to £27 million, and the Canadian table provides many interesting figures. Imports from the United States have risen from £24 million in 1908 to £135 million in 1912. Imports from Germany have risen from £55 million in 1908 to £70 million in 1912.

PRINCIPAL ITEMS.

Commenting upon the principal figures it may be seen that of carriages and motors, Germany contributed £1,453,000 (round figures) or about the same as from the United States and nearly twenty times as much as imported from Canada. Under chemicals, imports from Germany amounted to £1,716,000, or nearly half of the total imports. Under the heading of corn, grain, &c., the figures for Germany are £2,043,000, and it will be noticed that the Canadian and United States figures are not far apart, and taken together are less than half the total import. A remarkable figure is found under 'Cotton Manufactures,' the imports of which from Germany amounted in 1912 to £6,868,000, out of a total of £10,556,000. German imports of dyeing and tanning stuffs were £1,709,000, or nearly half the total import. Under 'Glass' the imports from Germany amounted to £1,131,000 or over one-third of the total import of £2,281,000. Remarkable figures also are given under the head of 'Leather and Leather Manufactures,' showing an import from Germany of £2,091,000 out of a total of £11,726,000 in the case of leather and £1,281,000 out of £3,454,000 in the case of leather manufactures.

OTHER ITEMS.

Among other items imported into the United Kingdom from Germany in 1912, may be mentioned machinery and parts thereof of a value of £2,436,000 out of a total import valued at £6,821,000. Out of a total import into the United Kingdom of metals and ores of a value of £59,346,000, to the extent of £9,540,000 came from Germany. The import of oils into the United Kingdom from Germany has also been considerable and in 1912 amounted in value to £1,376,000 out of a total import of £19,299,000. The United States is also a large supplier of oils to the United Kingdom, as an import from that country of a value of £6,290,000 in 1912 will show. A striking item in the list of articles imported into the United Kingdom from Germany consists of paper and articles thereof, of which she supplied £1,575,000 in 1912 out of a total import of £7,234,000. Germany also sent to the United Kingdom in the same year silk manufactures to the value of £2,253,000, out of a total import of £13,615,000.

The value of the skins and furs imported into the United Kingdom in 1912 was £10,668,000, and of this £1,805,000 worth came from Germany. The imports of these articles from the United States were nearly as great as those from Germany and were valued at £1,788,000. About one-fourth of the total import of sugar and molasses into the United Kingdom in 1912, or £6,202,000 out of £26,655,000 worth came from Germany. This was four times as great as the import from the United States. The value of woollen manufactures imported into the United Kingdom from Germany in 1912 was £2,096,000 out of a total import of a value of £6,941,000.

BRITISH PROCLAMATIONS AFFECTING TRADE.

The following Proclamation issued by the British Government in regard to the relation of the present war upon trade, appeared in a Special Circular issued by the London Chamber of Commerce through its General Purposes Committee:—

Contraband of War.

By a Proclamation dated August 4, the following articles will be treated as contraband of war:—

(A) Absolute Contraband.

The following articles will be treated as absolute contraband:—

(1) Arms of all kinds, including arms for sporting purposes, and their distinctive component parts.

(2) Projectiles, charges, and cartridges of all kinds, and their distinctive component parts.

(3) Powder and explosives specially prepared for use in war.

(4) Gun mountings, limber boxes, limbers, military wagons, field forges, and their distinctive component parts.

(5) Clothing and equipment of a distinctively military character.

(6) All kinds of harness of a distinctively military character.

(7) Saddle, draught, and pack animals suitable for use in war.

(8) Articles of camp equipment, and their distinctive component parts.

(9) Armour plates.

(10) Warships, including boats, and their distinctive component parts of such a nature that they can only be used on a vessel of war.

(11) Aeroplanes, airships, balloons, and aircraft of all kinds and their component parts, together with accessories and articles recognizable as intended for use in connection with balloons and aircraft.

(12) Implements and apparatus designed exclusively for the manufacture of munitions of war, for the manufacture or repair of arms, or war material for use on land and sea.

(B) Conditional Contraband.

The following articles will be treated as conditional contraband:—

(1) Food-stuffs.

(2) Forage and grain, suitable for feeding animals.

(3) Clothing, fabrics for clothing, and boots and shoes, suitable for use in war.

(4) Gold and silver in coin or bullion; paper money.

(5) Vehicles of all kinds available for use in war, and their component parts.

(6) Vessels, craft and boats of all kinds; floating docks, parts of docks, and their component parts.

(7) Railway material, both fixed and rolling stock, and materials for telegraphs, wireless telegraphs, and telephones.

(8) Fuel; lubricants.

(9) Powder and explosives not specially prepared for use in war.

(10) Barbed wire, and implements for fixing and cutting the same.

(11) Horse-shoes and shoeing materials.

(12) Harness and saddlery.

(13) Field-glasses, telescopes, chronometers, and all kinds of nautical instruments.

CAUTION.

The attention of the Department of Trade and Commerce has been directed to circular letters sent out from New York and other cities outside of Canada in the interests of German firms, either through brokers or receivers.

The purpose of these circulars is to continue in this indirect way business which has been broken off on account of the war, and is a clear violation of the proclamation which prohibits trade between Canada and people of the enemy country.

The British Empire is at war with certain countries and war, to be consistent and effectual, must run along certain trade lines as well as by military operations. We sincerely trust that no Canadian will be misled into affording help and comfort to producers of the enemy by this indirect channel.

We call the attention of readers to the proclamation given below, which sets forth the prohibitions in regard to trade under the present war conditions. Our merchants run a great risk in having anything to do with such indirect business as above indicated. At this particular time we must all be loyal in supporting first the makers and producers in Canada and the Empire, and thereafter those doing business in the countries of our allies.

Parties receiving any such circulars will confer a favour by sending them to the Department of Trade and Commerce.

GEORGE E. FOSTER,
Minister of Trade and Commerce.

Trading with the Enemy.

Proclamations of His Majesty-in-Council relating to trading with the enemy, were issued on August 5 and August 12, and were published in *The Canada Gazette*. The substance of the first issued Proclamation was also given in Weekly Report No. 554. A further Proclamation relating to the same subject has now been issued under date of September 10, and amends the Proclamations, above referred to, as follows:—

Now, therefore, we have thought fit, by and with the advice of our Privy Council, to issue this our Royal Proclamation declaring and it is hereby declared as follows:—

1. The aforesaid Proclamation of the 5th August, 1914, relating to Trading with the Enemy, and paragraph 2 of the aforesaid Proclamation of the 12th August, 1914, together with any public announcement officially issued in explanation thereof, are hereby, as from date hereof, revoked, and from and after the date hereof, this present Proclamation is substituted therefor.

2. The expression "enemy country" in this Proclamation means the territories of the German Empire and of the Dual Monarchy of Austria Hungary, together with all the Colonies and Dependencies thereof.

3. The expression "enemy" in this Proclamation means any person or body of persons of whatever nationality resident or carrying on business in the enemy country, but does not include persons of enemy nationality who are neither resident nor carrying on business in the enemy country. In the case of incorporated bodies enemy character attaches only to those incorporated in an enemy country.

4. The expression "outbreak of war" in this Proclamation means 11 p.m. on the 4th August, 1914, in relation to the German Empire, its Colonies and Dependencies.

and midnight on the 12th August, 1914, in relation to Austria Hungary, its Colonies and Dependencies.

5. From and after the date of this Proclamation the following prohibitions shall have effect (save so far as licenses may be issued as hereinafter provided), and we do hereby accordingly warn all persons resident, carrying on business or being in our Dominions—

- (1) Not to pay any sums of money to or for the benefit of an enemy.
- (2) Not to compromise or give security for the payment of any debt or other sum of money with or for the benefit of an enemy.
- (3) Not to act on behalf of an enemy in drawing, accepting, paying, presenting for acceptance or payment, negotiating or otherwise dealing with any negotiable instrument.
- (4) Not to accept, pay, or otherwise deal with any negotiable instrument which is held by or on behalf of an enemy, provided that this prohibition shall not be deemed to be infringed by any person who has no reasonable ground for believing that the instrument is held by or on behalf of an enemy.
- (5) Not to enter into any new transaction, or complete any transaction already entered into with an enemy in any stocks, shares, or other securities.
- (6) Not to make or enter into any new marine, life, fire or other policy or contract of insurance with or for the benefit of an enemy; nor to accept or give effect to any insurance of, any risk arising under any policy or contract of insurance (including re-insurance) made or entered into with or for the benefit of an enemy before the outbreak of war.
- (7) Not directly or indirectly to supply to or for the use or benefit of, or obtain from, an enemy country or an enemy, any goods, wares or merchandise, nor directly or indirectly to supply to or for the use or benefit of, or obtain from any person any goods, wares or merchandise, for or by way of transmission to or from an enemy country or an enemy, nor directly or indirectly to trade in or carry any goods, wares or merchandise destined for or coming from an enemy country or an enemy.
- (8) Not to permit any British ship to leave for, enter or communicate with, any port or place in an enemy country.
- (9) Not to enter into any commercial, financial or other contract or obligation with or for the benefit of an enemy.
- (10) Not to enter into any transaction with an enemy if and when they are prohibited by an Order in Council made and published on the recommendation of a Secretary of State, even though they would otherwise be permitted by law or by this or any other Proclamation.

And we do hereby further warn all persons that whoever in contravention of the law shall commit, aid or abet any of the aforesaid Acts, is guilty of a crime and will be liable to punishment and penalties accordingly.

6. Provided always that where an enemy has a branch locally situated in British, allied, or neutral territory, not being neutral territory in Europe, transactions by or with such branch shall not be treated as transaction by or with an enemy.

7. Nothing in this Proclamation shall be deemed to prohibit payments by or on account of enemies to persons resident, carrying on business or being in our Dominions, if such payments arise out of transactions entered into before the outbreak of war or otherwise permitted.

8. Nothing in this Proclamation shall be taken to prohibit anything which shall be expressly permitted by our license, or by the license given on our behalf by a Secretary of State, or the Board of Trade, whether such licenses be especially granted to individuals or be announced as applying to classes of persons.

9. This Proclamation shall be called the Trading with the Enemy Proclamation, No. 2.

Article No. 4.

OPPORTUNITIES FROM GERMAN LOSS OF TRADE.

The three preceding articles dealt with the opportunities presented for the enlargement of Canadian trade, through the interruption to the exports from Germany to Canada, Argentina and Brazil, and the United Kingdom. The effect of the war on German commercial relations with other parts of the world remains to be considered. In this issue, therefore, tables are published and an analysis made thereof, showing the exports for the year 1912 from Germany to (1) the British Overseas Dominions (except Canada); (2) British India; (3) China and Japan; (4) West Indies and Cuba; and (5) Central America. In each case the class of articles purchased from Germany by the people of these countries is very similar, variations in the relative quantities taking place mainly according to the geographic relations to other sources of supply, the nature of the home production and the tastes of the people of the importing country. It is, therefore, not necessary in pointing out the opportunity for the enlargement of Canadian trade, to consider German exports to these countries in such detail as in the case of previous articles, but rather to note the distinguishing points in connection with each market.

(1) British Overseas Dominions.

The trade with Canada, which Germany stands to lose during the war, was touched upon in Article No. 1. Account should also be taken of the increased interimperial trade resulting from the cessation of exports from Germany to other parts of the Empire. First there should be considered the British Dominions of Australia, South Africa and New Zealand. With these parts of the Empire Canada should henceforth enjoy increased trade, the extent of which possibility will become evident on closer examination of German exports to these countries.

GROWTH OF TRADE WITH GERMANY.

The tables of exports from Germany appended, are taken from the German returns, hence the values are expressed in marks. The par value of the mark in Canadian currency is 23.8 cents. A reference to these tables will show that during the five years, 1908 to 1912, German exports to Australia and New Zealand steadily increased. To Australia the figures were 57,934,000 marks for 1908 and 87,579,000 marks for 1912; to New Zealand they amounted to 5,911,000 marks for the former, and 8,900,000 marks for the latter year, an appreciable increase thus being registered in the German exports to both countries. Canadian exports to Australia were valued in 1913 at \$3,996,387, while to New Zealand in the same year goods were supplied to the value of \$1,698,000.

In the case of British South Africa greater fluctuations in the amounts of the total exports from Germany in recent years are shown. In 1908 purchases by South Africa from Germany amounted in value to 32,019,000 marks. By 1910 this had increased to 53,915,000 marks. In 1912, however, the amount had decreased to 44,526,000 marks. Canada's exports to British South Africa in 1913 amounted in value to \$3,340,513 (or approximately 13,362,052 marks).

NATURE OF PURCHASES FROM GERMANY.

Having regard to the kind of goods sent from Germany to the three British Dominions in question, it may be said that they are of similar nature to the articles

considered in previous issues in connection with other countries. Like Canada, Argentina and Brazil, agriculture and the production of raw materials play the principal part in the economic life of Australia, New Zealand and South Africa. It, therefore, follows that the imports into these countries consist very largely of finished manufactured products, goods which German industry and trade has hitherto been in an advantageous position to supply. It will, therefore, be in these lines that the greatest opportunity is presented for the extension of Canadian trade. Among prominent items in the German classification exported to these countries from Germany may be mentioned iron and alloys thereof, machinery, electro-technical apparatus, musical instruments, toys; all kinds of textile goods; fancy goods, glassware, earthenware, paper, rubber goods, leather goods; all kinds of drugs and chemicals; explosives, wines, spirits, &c.

PRINCIPAL ITEMS.

As in the case of so many other countries metallic goods, hardware, machinery, &c., account for a large proportion of German sales to Australia, New Zealand and South Africa. Thus in 1912 Germany sent iron and iron and steel goods to Australia of a value of 23,056,000 marks, or 26·3 per cent of the total exports to that country. To South Africa similarly the figure was 11,034,000 marks and to New Zealand, 791,000 marks. Other metallic goods sent from Germany to these countries included copper and alloys thereof, to Australia of a value of 1,145,000 marks, to New Zealand of a value of 153,000 marks and to South Africa of a value of 444,000 marks; aluminium and alloys thereof to Australia of a value of 340,000 marks, and zinc and zinc goods to South Africa of a value of 1,347,000 marks.

Germany has also obtained quite a material hold of the Australasian market for machinery as shown by an export of a value of 4,954,000 marks to Australia and of 1,145,000 marks to New Zealand. To the Union of South Africa in 1912, Germany sent machinery to the value of 3,384,000 marks. The value of the electro-technical apparatus exported to the three countries from Germany in 1912 was as follows: To Australia 2,035,000 marks, to New Zealand 172,000 marks, and to South Africa 4,019,000 marks. Under the head of vehicles and vessels, Germany exported to the value of 1,117,000 marks to Australia, 94,000 marks to New Zealand, and 1,149,000 marks to South Africa.

MISCELLANEOUS GOODS.

A very large item in Australasia's purchases from Germany consists of musical instruments, of which in 1912 to Australia Germany supplied to the value of 8,392,000 marks and to New Zealand to the value of 1,145,000 marks. Here it would seem, therefore, is an opportunity for an increase of Canadian trade with these countries. To South Africa in the same year Germany exported 2,100,000 marks worth of musical instruments. As is the case nearly all over the world, the Germans to a large extent control the market for toys in the British overseas Dominions. In 1912 the toys exported from Germany to Australia amounted in value to 2,099,000 marks, to New Zealand 412,000 marks, and to South Africa to 572,000 marks. A fairly large export of clocks and watches from Germany of a value of 232,000 marks to Australia, 184,000 marks to South Africa, and 66,000 marks to New Zealand also took place.

TEXTILE AND FANCY GOODS.

As illustrative of the foothold in the markets of Greater Britain obtained by the German textile manufacturers may be given the figures of exports of German textiles into Australia, New Zealand and South Africa for the year 1912, as follows:—

Article—	Australia. Marks.	New Zealand. Marks.	South Africa. Marks.
Cotton goods..	7,775,000	492,000	4,994,000
Woollen goods..	2,124,000	371,000	950,000
Silk goods..	1,655,000	60,000	74,000

Germany also sends to these countries a large amount of miscellaneous textiles, dry goods and fancy goods, the exact figures of which it is difficult to ascertain from the German returns on account of the ambiguous classification adopted.

GLASSWARE AND EARTHENWARE.

Glassware accounts for a considerable amount of the exports of German goods to the British Dominions. In 1912 the value of the glassware exported from Germany was: to Australia 1,725,000 marks, to South Africa 912,000 marks, and to New Zealand 445,000 marks. Similarly in regard to earthenware the figures were: to Australia 1,305,000 marks, to South Africa 611,000 marks, and to New Zealand 184,000 marks.

RUBBER AND LEATHER GOODS.

The value of the rubber exported to Australia from Germany in 1912 was 4,460,000 marks. To New Zealand the export of rubber goods from Germany was 636,000 marks, and to South Africa 700,000 marks. In the same year Germany also sent leather goods to Australia valued at 2,995,000 marks, to New Zealand at 273,000 marks and to South Africa at 290,000 marks.

PAPER, WOODEN GOODS, BROOMS, ETC.

Germany has supplied these parts of the Empire with considerable quantities of paper and cardboard. Such supplies are now cut off and must be derived from other sources. In 1912 the values of the export of these articles from Germany was as follows: to Australia 2,342,000 marks, to South Africa 640,000 marks and to New Zealand 251,000 marks. In the same year Canada's supplies were valued as follows: to Australia \$417,655, to South Africa \$198,882, and to New Zealand \$1,302,613.

Under the head of cork wares and wooden wares Germany exported to Australia in 1912 to the value of 684,000 marks and to South Africa to the value of 339,000 marks. In the same year she also sent brooms and brushes to Australia valued at 312,000 marks.

DRUGS, DYES, CHEMICALS.

A large amount of drugs, dyes and chemicals of various kinds, the values of which cannot be clearly ascertained from the German returns, have been purchased by the three countries under consideration from Germany. As illustrative, there may be mentioned an export in 1912 from Germany of simple chemicals to Australia of a value of 3,353,000 marks, and to New Zealand of a value of 499,000 marks. Again colours and dyestuffs were exported from Germany to Australia of a value of 788,000 marks, to South Africa 107,000 marks, and to New Zealand 174,000 marks. In addition to this there has been a great quantity of medicinal preparations, perfumes, oils, &c., exported by these countries from Germany.

South Africa in 1912 purchased according to the German returns, 1,633,000 marks worth of explosives and ammunition of German origin, while Australia purchased to the value of 1,227,000 marks.

SPIRITS, WINES, FOODSTUFFS, ETC.

The value of the spirits, wines and other beverages exported from Germany to Australia in 1912 was 2,244,000 marks, to South Africa it was 225,000 marks. A large export to Australasia under the head of 'Oil fruits and oil seeds' has also taken place from Germany. In 1912 this was valued as follows: to New Zealand 993,000

marks, to Australia 443,000 marks. The only other considerable item under the head of foodstuffs exported from Germany to Australasia and South Africa consists of 'Hops and other plants for use in commerce and industry.' In 1912 this amounted to 239,000 marks exported to Australia, and 177,000 marks exported to British South Africa.

This survey of the principal articles exported from Germany to Australia, South Africa and New Zealand may serve to indicate the extent to which Canada may hope to benefit through the cutting off of Germany's exports to these countries. For further information a reference to the appended table is desirable.

(2) British India.

The goods sent from Germany to British India are for the most part of the same kind as those sent to Australia, New Zealand and South Africa. Any difference there may be in the relative amounts exported arises principally from the fact that India is inhabited by a large native population with tastes essentially different from those of a white population. How this is reflected in the German export figures may be seen from a large export to India of colours and dyestuffs, valued in 1912 at 14,549,000 marks, and due largely to the oriental love of display and colour. Again it would not be expected that India should purchase as great a quantity of musical instruments as a country inhabited by white people such as Australia. Thus in 1912, the export of musical instruments from Germany to India was valued at 623,000 marks. Other articles exported to India from Germany in less relative quantities than to Australasia or South Africa are electro-technical apparatus, vehicles and vessels, and leather goods.

Although the total exports from Germany to India showed a decrease in 1909 from 95,446,000 marks (the figures for 1908) a recovery has since taken place and in 1912 they amounted in value to 107,502,000 marks. As in the case of the British Dominions above considered, metals and wares thereof account for the most considerable items in the list of exports from Germany to India. Under this head, iron and alloys thereof is again the largest item, and of this Germany, in 1912, exported to India to the value of 22,279,000 marks. Copper and alloys thereof is another large item under this head amounting in 1912 to 10,430,000 marks.

A larger proportion of the total exports from Germany to India is taken up with textiles than was the case with her exports to Australasia and South Africa. In 1912, Germany exported to India cotton and cotton goods to the value of 14,034,000 marks wool and woollen goods to the value of 10,034,000 marks, and under the head of 'silk to the value of 2,906,000 marks.

Other considerable items exported from Germany to India include machinery to the value of 3,177,000 marks, paper and cardboard to the value of 2,231,000 marks, and wines, spirits, &c., 2,095,000 marks. With regard to the other items in the list of exports to India from Germany, they, for the most part, were purchased in the same relative proportion as was found to be the case with Australasia and South Africa, further comment is therefore not required.

(3) China and Japan.

Turning next to China and Japan, it seems probable that the war will bring about such a rearrangement of commercial relations that an opportunity will be presented for the extension of Canadian trade with the Orient. In this connection therefore, the special supplement to the Weekly Report, containing a report by Mr. R. Grigg, Commissioner of Commerce, on 'The Probable Future of Canadian Trade with the Orient,' should prove opportune.

With regard to the opportunity arising out of the cutting off of German exports to China and Japan, a reference to the appended table will show that these exports have by no means been small. Germany's exports to China steadily increased from 50,711,000 marks in 1908 to 81,705,000 marks in 1912. Canada's exports to China for the year ended March 31, 1913, amounted in value to \$742,000. To Japan Germany in 1908 exported goods valued at 94,622,000 marks. A decrease was shown in the next two years, followed by a recovery in 1911, when the figure 112,586,000 marks was reached. In 1912, however, German exports to Japan again showed a slight decrease, being valued at 110,557,000 marks. For the year ended March 31, 1913, Canada's exports to Japan amounted in value to \$1,139,598.

KIND OF GOODS PURCHASED.

As in the case of India, German exports to China and Japan are very much of the same nature as in the case of her exports to other countries, variations being due largely to differences in the tastes of the people. Thus, over one-third of the value of Germany's exports to China in 1912 was comprised under the head of 'Colours and Dyestuffs,' no less than 27,720,000 marks worth being sent. To Japan in the same year she exported colours and dyestuffs to the value of 14,860,000 marks. Japan has also been purchasing from Germany a large amount of drugs and chemicals of all kinds. Thus in the German returns for the year 1912 we find an export to Japan of simple chemicals of a value of 3,999,000 marks, and of other chemicals and pharmaceutical products of a value of 2,586,000 marks. The figures of the German exports to China for the year 1912 were increased by a large export of explosives and ammunition of a value of 10,745,000 marks. This may be attributed to the political troubles of the year.

PRINCIPAL ITEMS.

As in the case with other countries, metals and wares thereof accounted in 1912 for a large proportion of German exports to China and Japan. The largest item in the list of her exports to Japan for that year consisted of iron and alloys thereof of a value of 29,904,000 marks. To China in the same year Germany sent 11,448,000 marks worth of iron and iron and steel goods. Other large exports of metals from Germany to the Orient in 1912 included zinc and zinc goods to Japan of a value of 2,313,000 marks, and copper and alloys thereof to China of a value of 1,206,000 marks.

Japan has in recent years been devoting her energies to the building up of her industries and to becoming a manufacturing country. It might be expected therefore, that she would require a considerable amount of machinery, electrical apparatus, &c. That Germany has supplied her share of this demand is shown by an export in 1912 to Japan of machinery of a value of 7,951,000 marks, of electro-technical apparatus of a value of 11,464,000 marks, and of vehicles and vessels of a value of 1,468,000 marks. Her exports to China of these articles in 1912 were as follows: Machinery, 2,862,000 marks; electro-technical apparatus, 1,925,000 marks, and vehicles and vessels, 1,284,000 marks. The export of firearms in 1912 from Germany to China of a value of 2,996,000 marks may be attributed mainly to the political troubles of that year.

Japan is a large importer of German woollen goods. The export of wool and woollen goods from Germany to Japan was valued in 1912 at 14,907,000 marks, and to China at 4,644,000 marks. Germany has supplied Japan with a large amount of paper and cardboard, and in 1912 this amounted in value to 3,225,000 marks. Canada in 1913 exported \$2,178 worth of paper to Japan. The export of hops and other

commercial plants to Japan from Germany is also considerable, and in 1912 was valued at 680,000 marks.

The other items in the list of exports from Germany to China and Japan are for the most part the same in kind and in their relative amounts as in the case of the countries already considered. Taken together they may serve to bring before Canadians the significance of the opportunity created by the war for the increased sale of Canadian goods to these various countries. For complete information in a concise form a reference may be made to the following table, giving the exports of German products for the year 1912 from Germany to Australia, New Zealand, British India, British South Africa, China and Japan:—

Exports of German Produce from Germany to Australia, British India, British South Africa, China, Japan and New Zealand.

(From German Returns.)

YEAR ENDING DECEMBER 31, 1912.

NOTE.—Mark = 23.8 cents.

	To Australia.	To British India.	To British South Africa.	To China.	To Japan.	To New Zealand.
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Products of agriculture and of forest and other natural, animal and vegetable products, food-stuffs, &c:—						
Field, garden and meadow produce:—						
Cereals and rice			90,000		198,000	
Pulse (ripe)	12,000	3,000	11,000	8,000		
Oil fruits and oil seeds	443,000	60,000	102,000			993,000
Potatoes and other bulbs and roots			21,000			
Hops and other plants for use in commerce and industry	239,000	278,000	177,000	105,000	680,000	
Kitchen vegetables	3,000			4,000		
Live plants, horticultural produce	18,000	4,000	3,000	3,000	3,000	
Fruits and nuts; fruit and plant juices	4,000	21,000	1,000		8,000	
Chicory and other colonial products	1,000	76,000	135,000	36,000		
Other vegetable products for industrial or medicinal use	87,000	53,000	3,000	4,000	161,000	
Forest products	84,000	98,000	37,000	29,000	357,000	15,000
Animals and animal products	188,000	666,000	66,000	70,000	250,000	2,000
Sugar	40,000	5,000	47,000	310,000	78,000	21,000
Spirits, wines and other beverages	2,244,000	2,095,000	225,000	717,000	122,000	26,000
Mill produce from corn, rice and pulse	3,000	32,000	235,000	35,000		
Products of industries connected with agriculture, N.E.S.	143,000	82,000	170,000	50,000	47,000	44,000
Products of factories of alimentary and consumable goods, N.E.S.	436,000	716,000	489,000	573,000	305,000	34,000
Raw mineral materials and mineral oils:—						
Earth and stones	2,898,000	457,000	137,000	117,000	135,000	16,000
Ores, slags and ashes	6,000	14,000	2,000	1,000		
Mineral fuel	183,000	67,000	16,000		317,000	
Mineral oils and other raw mineral materials	106,000	1,718,000	156,000	87,000	141,000	11,000
Coal-tar, coal-tar oils and coal-tar products	92,000	136,000	18,000	34,000	919,000	5,000
Prepared wax, solid fatty acids, paraffine and similar candle-making materials, candles, manufactures of wax, soap and other manufactures of grease, oil or wax	525,000	443,000	822,000	733,000	1,343,000	58,000
Simple chemicals, acids, salts and other combinations of simple chemicals, N.E.S.	1,954,000	1,745,000	3,353,000	716,000	3,999,000	499,000
Colours and dyestuffs	788,000	14,549,000	107,000	27,720,000	14,860,000	174,000
Varnishes, laces and cements	18,000	40,000	5,000	95,000	47,000	6,000
Ether, alcohols, volatile oils, artificial scents, perfumery and cosmetics	841,000	742,000	251,000	217,000	1,104,000	64,000
Artificial manures	491,000	64,000	325,000	6,000	28,000	208,000
Explosives, ammunition and other inflammable substances	1,227,000	395,000	1,633,000	10,745,000	807,000	7,000
Chemical and pharmaceutical products, N.E.S.	507,000	866,000	135,000	349,000	2,586,000	42,000
Animal and vegetable textile materials and manufactures thereof; human hair; prepared ornamental feathers, furs and hats:—						
Silk	1,655,000	2,906,000	74,000	1,737,000	520,000	60,000
Wool and other animal hair	2,124,000	10,034,000	950,000	4,644,000	14,907,000	371,000
Cotton	7,775,000	14,234,000	4,994,000	3,634,000	1,322,000	492,000
Other vegetable textile materials	117,000	87,000	36,000	152,000	282,000	17,000

Exports of German Produce from Germany to Australia, British India, British South Africa, China, Japan and New Zealand—Continued.

	To Australia.	To British India.	To British South Africa.	To China.	To Japan.	To New Zealand.
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Animal and vegetable textile— <i>Con.</i>						
Bookbinders' and tracing cloth, waterproof tissues, tissues covered with grinding or polishing substances, linoleum and similar materials.....	139,000	133,000	62,000	144,000	813,000	10,000
Wadding, felt and unsewn articles of felt.....	116,000	116,000	4,000	18,000	149,000	3,000
Horse hair (mane or tail) and articles thereof.....	6,000			5,000		
Clothing, millinery and other sewn articles of spunwares or felt, N. E. S.....	798,000	500,000	303,000	551,000	71,000	90,000
Artificial flowers of spunwares, umbrellas and parasols and shoes of spunwares or felt.....	570,000	12,000	28,000	18,000	1,000	7,000
Human hair and articles thereof, prepared ornamental feathers, fans and hats.....	63,000	11,000	59,000	199,000	9,000	7,000
Waste of spunwares and the like....	12,000	25,000	8,000	12,000	10,000	3,000
Leather and leatherwares, furriers' wares and manufactures of gut.....	2,995,000	499,000	290,000	772,000	567,000	273,000
India-rubber wares.....	4,460,000	1,778,000	700,000	367,000	621,000	636,000
Plaits, and plaited wares of vegetable materials except textile fibres.....	55,000	16,000	28,000	2,000	1,000	21,000
Brooms, brushes and sieves.....	312,000	181,000	110,000	17,000	7,000	54,000
Cork wares and wooden wares.....	684,000	906,000	339,000	363,000	72,000	132,000
Articles of animal or vegetable materials for carving or moulding, N. E. S.....	480,000	433,000	79,000	123,000	1,238,000	10,000
Paper, cardboard and manufactures of..	2,342,000	2,231,000	640,000	975,000	3,225,000	251,000
Books, pictures and paintings.....	178,000	142,000	65,000	237,000	892,000	10,000
Wares of stones or other mineral substances (except earthenware) and of fossil substances.....	243,000	270,000	61,000	43,000	253,000	76,000
Earthenware.....	1,305,000	806,000	611,000	507,000	142,000	184,000
Glass and glassware.....	1,725,000	1,764,000	912,000	428,000	1,176,000	445,000
Metals and wares thereof:—						
Gold and silver.....	417,000	541,000	80,000	20,000	35,000	17,000
Iron and alloys thereof.....	23,056,000	22,279,000	11,034,000	11,448,000	29,904,000	791,000
Aluminium and alloys thereof.....	340,000	1,764,000	95,000	34,000	110,000	39,000
Lead and alloys thereof.....	162,000	43,000	41,000	44,000	70,000	17,000
Zinc and alloys thereof.....	167,000	457,000	1,347,000	346,000	2,313,000	11,000
Tin and alloys thereof.....	245,000	139,000	57,000	222,000	103,000	21,000
Nickle and alloys thereof.....	7,000	8,000	1,000	164,000	118,000	
Copper and alloys thereof.....	1,145,000	10,430,000	444,000	1,206,000	625,000	183,000
Other metals and alloys thereof.....	871,000	2,568,000	531,000	881,000	1,123,000	106,000
Machinery, &c.:						
Machinery.....	4,954,000	3,177,000	3,384,000	2,862,000	7,951,000	277,000
Electro technical apparatus.....	79,731,000	773,000	4,019,000	1,925,000	11,464,000	172,000
Vehicles and vessels.....	1,117,000	632,000	1,149,000	1,284,000	1,468,000	94,000
Firearms.....	6,000	4,000	141,000	2,996,000	45,000	
Clocks and watches.....	232,000	219,000	184,000	229,000	112,000	66,000
Musical instruments.....	8,392,000	623,000	2,100,000	81,000	154,000	1,145,000
Toys.....	2,099,000	1,046,000	572,000	120,000	68,000	412,000
All other articles exported.....	599,000	287,000	222,000	131,000	122,000	112,000
Total Exports. Mdse. 1912.....	87,579,000	107,502,000	44,526,000	81,705,000	110,557,000	8,900,000
" " 1911.....	79,731,000	99,484,000	47,519,000	71,776,000	112,586,000	8,688,000
" " 1910.....	63,294,000	89,792,000	53,915,000	66,475,000	89,341,000	5,948,000
" " 1909.....	58,372,000	78,818,000	38,051,000	56,763,000	77,616,000	5,025,000
" " 1908.....	57,934,000	95,446,000	32,019,000	50,711,000	94,622,000	5,911,000

(4) The West Indies and Cuba.

A table will be found appended giving the exports, for the year 1912, from Germany to the principal countries of North America, with the exception of the United States and Canada. In this table the various British possessions in North America outside of Canada are classed together under the head of 'British America except Canada.'

A considerable proportion of the exports under the above head may be taken as going to the British West Indies, the exact amount of which, however, cannot be ascertained from the German returns.

For the year 1912, the value of the exports from Germany to 'British America except Canada' amounted to 2,604,000 marks. The principal items that went to make up this total were: Wines, spirits and other beverages to the value of 277,000 marks, iron and alloys thereof of a value of 270,000 marks, cotton and cotton goods worth 254,000 marks, simple chemicals, etc., of a value of 172,000 marks, glass and glassware to the extent of 154,000 marks, machinery of a value of 123,000 marks, paper and cardboard, 112,000 marks, prepared wax, soaps, etc., worth 90,000 marks, earthenware valued at 80,000 marks, and musical instruments of a value of 74,000 marks.

GERMAN EXPORTS TO CUBA.

Turning next to Cuba, it may be seen from the table that Germany's exports to this island steadily increased from 20,116,000 marks in 1908 to 28,711,000 marks in 1912. This compares with an export from Canada to Cuba for the year ended March 31, 1913, of a value of \$1,527,000.

The largest single item in the list of Germany's exports to Cuba in 1912 consisted of mill produce from corn, rice and pulse, of a value of 7,992,000 marks, or over one-fourth the total export. The next largest item was comprised of cotton and cotton goods of a value of 3,758,000 marks. Other large items in the list of German exports to Cuba included iron and alloys thereof of a value of 2,415,000 marks; machinery to the value of 2,325,000 marks; paper and cardboard valued at 1,619,000 marks; glass and glassware worth 1,617,000 marks; silk and silk goods to the value of 1,027,000 marks; electro-technical apparatus valued at 531,000 marks; earthenware worth 425,000 marks; rubber goods worth 403,000 marks; toys of a value of 358,000 marks; simple chemicals to the value of 355,000 marks, and musical instruments of a value of 302,000 marks.

SAN DOMINGO AND HAITI.

In the year 1912 Germany exported to San Domingo goods to the value of 5,108,000 marks. Over 60 per cent, or 3,185,000 marks, of this total was comprised under the head of 'Mill produce from corn, rice and pulse.' This item also accounted for 636,000 out of 2,140,000 marks, the value of Germany's exports to Haiti in 1912. Other prominent items exported from Germany to San Domingo and Haiti in 1912 were: Wines, spirits and other beverages, iron and alloys thereof, cotton and cotton goods, earthenware, machinery, paper, explosives, vehicles and vessels, etc.

(5) Central America.

MEXICAN PURCHASES FROM GERMANY.

The total value of the goods exported from Germany to Mexico in 1912 was 45,269,000 marks. Textile goods account for a large share of this total. Thus the value of the German cotton goods exported to Mexico in the year concerned was 4,327,000 marks. Silk and silk goods were responsible for 2,047,000 marks, and woollen goods for 1,633,000 marks. Of iron and alloys thereof Germany exported to Mexico to the value of 6,571,000 marks, while the value of the copper and copper goods exported to Mexico from Germany was 1,211,000 marks. The value of the German machinery sent to Mexico in 1912 was 2,812,000 marks, and of electro-technical apparatus Germany supplied Mexico to the extent of 2,095,000 marks. Other large items in the list of German exports are, simple chemicals of a value of 2,247,000 marks, colours and dyestuffs of a value of 1,812,000 marks, leather goods of a value of 1,646,000 marks, glass and glassware valued at 1,549,000 marks, paper and cardboard of a value of 1,460,000 marks, musical instruments valued at 1,210,000 marks, and toys of a value of 968,000 marks.

On the whole the exports from Germany to Mexico resemble German exports to other countries both in the kind of goods and the relative quantities exported. The opportunity, therefore, for an increase of Canadian trade with Mexico is subject to similar considerations as in the case of countries already considered.

CENTRAL AMERICAN REPUBLICS.

To the south of Mexico there are six independent states which only recently have begun to be properly exploited by the leading commercial nations. As showing the extent to which Germany has gained a foothold in these markets, the following table taken from *The Pan-American Bulletin*, giving the total exports to the Central American republics for the year 1912, together with the share supplied by Germany, may be appended:—

IMPORTS INTO CENTRAL AMERICA.

Country—	Total.	From Germany.
Costa Rica	\$10,187,686	\$1,503,944
Guatemala	9,822,462	2,250,862
Panama	9,871,617	957,806
Salvador	6,774,859	664,674
Nicaragua	4,966,820	604,038
Honduras	4,317,314	487,969

Guatemala, therefore, is the central American state (outside of Mexico) to which Germany exports the greatest value of goods. According to the German returns, as a reference to the appended table will show, Germany exported to Guatemala in 1912 goods to the value of 4,161,000 marks. The principal items that went to make up this total were cotton goods, 798,000 marks, iron and alloy thereof, 481,000 marks, woollen goods, 247,000 marks, spirits, wines, &c., 217,000 marks, silk and silk goods, 194,000 marks, machinery 165,000 marks, etc.

The next largest purchaser of German goods among the Central American states is Costa Rica, to which Germany exported in 1912 to the value of 3,229,000 marks, metallic goods, hardware, textiles, mill produce from corn, rice and pulse, and spirits, wines, etc., were the principal items in the above export.

A very large proportion, or 1,370,000 marks out of a total export of a value of 3,045,000 marks of German goods exported to Panama in 1912, was comprised under

the head of mill produce from corn, rice and pulse. To Salvador in the same year German exports amounted in value to 2,106,000 marks. Iron and steel ware, cottons, leather goods, chemicals and paper were the chief items in this export. To Nicaragua and Honduras the value of the goods exported from Germany were respectively 1,647,000 marks and 1,430,000 marks. In both cases the most prominent item consists of cotton goods.

The accompanying table gives the complete list, according to the German returns, of the exports of German produce for the year 1912 from Germany to the principal countries of North America, except the United States and Canada:—

EXPORTS OF GERMAN PRODUCE FROM GERMANY TO PRINCIPAL COUNTRIES OF NORTH AMERICA, EXCEPT CANADA AND UNITED STATES.

(From German Returns.)

NOTE.—Mark = 23.8 cents.

YEAR ENDED DECEMBER 31, 1912.

	To British America except Canada.		To Central American States.				To Cuba.	To Haiti.	To Mexico.	To Panama.	To San Domingo.
	Marks.	Costa Rica.	Guatemala.	Honduras.	Nicaragua.	Salvador.	Marks.	Marks.	Marks.	Marks.	Marks.
Products of agriculture and of forest and other natural animal and vegetable products, foodstuffs, etc.—											
Field, garden and meadow produce:—											
Cereals and rice	2,000								18,000		
Pulse (ripe)				3,000			48,000		12,000	2,000	
Oil fruits and oil seeds.		37,000	2,000						37,000		
Potatoes and other bulbs and roots.	1,000						1,000		9,000		
Hops and other plants for use in commerce and industry.											
Kitchen vegetables.	13,000	6,000	6,000		9,000		194,000		737,000		
Live plants, floricultural produce.									1,000		
Fruits and nuts: fruit and plant juices									5,000		
Chicory and other colonial products	2,000		3,000						6,000		
Other vegetable products for industrial or medicinal use.									3,000	2,000	
Forest products.	2,000		4,000		5,000	1,000	22,000		52,000	4,000	1,000
Animals and animal products.	18,000	1,000	16,000	1,000	4,000	2,000	47,000	1,000	165,000	1,000	2,000
Sugar.	6,000	2,000	15,000		2,000	3,000	7,000	1,000	267,000	1,000	1,000
Spirits, wines and other beverages.	64,000			3,000			4,000	6,000	46,000	48,000	
Mill produce from corn rice and pulse.	277,000	210,000	217,000	91,000	46,000	66,000	144,000	128,000	289,000	120,000	315,000
Products of industries connected with agriculture, N. E. S.	88,000	505,000	58,000	31,000	93,000		7,992,000	636,000	44,000	1,370,000	3,185,000
Products of factories of alimentary and consumable goods, N. E. S.	20,000	18,000	11,000	2,000	5,000	5,000	14,000	7,000	223,000	15,000	3,000
Raw mineral materials and mineral oils—											
Earth and stones.	72,000	26,000	79,000	19,000	9,000	13,000	88,000	15,000	251,000	81,000	12,000
Ores, slags and ashes.	23,000	108,000	17,000	4,000	3,000	27,000	70,000	22,000	261,000	31,000	22,000
Mineral fuel.	1,000						1,000		2,000		
Mineral oils and other raw mineral materials.	32,000	1,000	2,000				1,000		1,094,000		
Coal-tar, coal-tar oils and coal-tar products.	1,000	2,000	4,000				2,000	1,000	15,000		
	4,000	1,000	6,000		2,000		17,000		186,000		

Prepared wax, solid fatty acids, paraffine and similar candle-making materials, candles, manufactures of wax, soap and other manufactures of grease, oil or wax...	90,000	56,000	140,000	12,000	16,000	25,000	70,000	4,000	407,000	17,000	8,000
Simple chemicals, acids, salts and other combinations of simple chemicals, N.E.S.	172,000	38,000	43,000	50,000	19,000	160,000	355,000	6,000	2,247,000	11,000	12,000
Colours and dyes	27,000	34,000	40,000	28,000	26,000	31,000	154,000	47,000	1,812,000	4,000	28,000
Varnishes, lacres and cements	1,000	11,000	6,000	3,000	1,000	5,000	52,000	4,000	65,000	.....	1,000
Ether, alcohols, volatile oils, artificial scents, perfumery and cosmetics.	70,000	47,000	59,000	22,000	50,000	63,000	170,000	22,000	361,000	100,000	25,000
Artificial manures	32,000	30,000	73,000	.....	20,000	5,000	22,000	.....	65,000	.....	.....
Explosives, ammunition and other inflammable substances	6,000	1,000	39,000	2,000	7,000	3,000	43,000	130,000	409,000	7,000	6,000
Chemical and pharmaceutical products, N.E.S.	40,000	53,000	54,000	34,000	33,000	82,000	250,000	15,000	808,000	24,000	9,000
Animal and vegetable textile materials and manufactures thereof; human hair; prepared ornamental feathers, fans and hats:—											
Silk	33,000	140,000	194,000	44,000	124,000	77,000	1,027,000	9,000	2,047,000	59,000	13,000
Wool and other animal hair.	30,000	143,000	247,000	43,000	21,000	22,000	300,000	40,000	1,633,000	23,000	29,000
Cotton	231,000	398,000	798,000	305,000	298,000	222,000	3,758,000	180,000	4,327,000	342,000	273,000
Other vegetable textile materials.	7,000	14,000	21,000	1,000	3,000	14,000	45,000	42,000	371,000	5,000	4,000
Bookbinders' and tracing cloth, waterproof tissues, tissues covered with grinding or polishing substances, linoleum and similar materials.	1,000	1,000	7,000	2,000	2,000	2,000	37,000	.....	102,000	1,000	9,000
Wadding, felt and unsewn articles of felt.	2,000	12,000	8,000	4,000	7,000	20,000	53,000	12,000	29,000	4,000	17,000
Horsehair (mane or tail) and articles thereof	.....	.....	1,000	.....	.....	.....	.....	.....	2,000	.....	.....
Clothing, millinery and other sewn articles of spunware or felt, N.E.S.	16,000	69,000	157,000	85,000	41,000	34,000	379,000	54,000	625,000	36,000	28,000
Artificial flowers of spunware, umbrellas and parasols and shoes of spunware or felt.	18,000	30,000	38,000	23,000	11,000	3,000	75,600	2,000	68,000	6,000	3,000
Human hair and articles thereof, prepared ornamental fraters, fans and hats.	13,000	13,000	9,000	31,000	25,000	3,000	22,000	42,000	66,000	18,000	14,000
Waste of spunware and the like.	1,000	19,000	49,000	.....	7,000	7,000	109,000	15,000	114,000	6,000	2,000
Leather and leatherware, furriers' wares and manufactures of gut.	14,000	104,000	129,000	43,000	36,000	192,000	254,000	19,000	1,646,000	11,000	50,000
India-rubber wares.	10,000	28,000	39,000	4,000	8,000	44,000	403,000	2,000	614,000	7,000	22,000
Plata, and plated wares of vegetable materials except textile fibres	2,000	5,000	3,000	2,000	.....	2,000	16,000	1,000	46,000	4,000	1,000
Brooms, brushes and sieves.	5,000	15,000	15,000	2,000	2,000	7,000	43,000	1,000	129,000	16,000	.....
Cork wares and wooden wares.	68,000	32,000	43,000	11,000	11,000	17,000	236,000	15,000	298,000	23,000	42,000
Articles of animal or vegetable materials for carving or moulding, N.E.S.	11,000	13,000	42,000	21,000	24,000	23,000	68,000	2,000	520,000	6,000	15,000
Paper, cardboard and manufactures of.	112,000	138,000	141,000	66,000	94,000	150,000	1,619,000	35,000	1,460,000	136,000	116,000

EXPORTS OF GERMAN PRODUCE FROM GERMANY TO PRINCIPAL COUNTRIES OF NORTH AMERICA,
EXCEPT CANADA AND UNITED STATES—Continued.

	To Central America States.						To Caribbean and West Indian Islands.				To South America.			
	To British America except Canada.	Costa Rica.	Guatemala.	Honduras.	Nicaragua.	Salvador.	To Cuba.	To Haiti.	To Mexico.	To Panama.	To San Domingo.			
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.			
Books, pictures and paintings.....	6,000	17,000	14,000	2,000	13,000	5,000	292,000	9,000	206,000	6,000	3,000			
Wares of stones or other mineral substances (except earthenware) and of fossil substances.....	2,000	1,000	10,000	3,000	3,000	5,000	175,000	3,000	403,000	1,000	1,000			
Earthenware.....	80,000	36,000	86,000	52,000	30,000	96,000	425,000	113,000	787,000	65,000	134,000			
Glass and glassware.....	154,000	35,000	40,000	31,000	37,000	69,000	1,617,000	43,000	1,549,000	52,000	35,000			
Metals and wares thereof:—														
Gold and silver.....	10,000	12,000	14,000	1,000	10,000	20,000	661,000	1,000	593,000	4,000	5,000			
Iron and alloys thereof.....	270,000	418,000	481,000	166,000	295,000	315,000	2,415,000	319,000	6,571,000	160,000	313,000			
Aluminium and alloys thereof.....	4,000	9,000	3,000	1,000	3,000	5,000	13,000	3,000	65,000		1,000			
Lead and alloys thereof.....	2,000	7,000	8,000	4,000	3,000	6,000	25,000		109,000	5,000	5,000			
Zinc and alloys thereof.....		3,000	2,000	1,000	3,000	4,000	17,000	2,000	193,000	1,000	1,000			
Tin and alloys thereof.....	1,000		11,000		4,000		124,000	8,000	101,000	1,000	4,000			
Nickel and alloys thereof.....		1,000	1,000				1,000		5,000					
Copper and alloys thereof.....	33,000	39,000	58,000	23,000	18,000	33,000	381,000	10,000	1,211,000	9,000	8,000			
Other metals and alloys thereof.....	4,000	32,000	76,000	12,000	30,000	29,000	384,000	7,000	945,000	17,000	28,000			
Machinery, &c.:—														
Machinery.....	123,000	49,000	165,000	58,000	62,000	47,000	2,325,000	67,000	2,812,000	25,000	105,000			
Electro-technical apparatus.....	66,000	54,000	109,000	15,000	3,000	16,000	531,000		2,095,000	30,000	1,000			
Vehicles and vessels.....	28,000	6,000	25,000	1,000	1,000		104,000		667,000	6,000	132,000			
Firearms.....			8,000				13,000		277,000					
Clocks and watches.....	9,000	4,000	18,000	5,000	3,000	6,000	87,000		142,000	13,000	3,000			
Musical instruments.....	74,000	32,000	80,000	30,000	23,000	46,000	302,000	12,000	1,210,000	28,000	21,100			
Toys.....	53,000	63,000	61,000	13,000	15,000	33,000	358,000	23,000	968,000	66,000	27,000			
All other articles exported.....	11,000	47,000	59,000	20,000	26,000	37,000	251,000	4,000	306,000	15,000	13,000			
Total Exports, Mdsc. 1912.....	2,604,000	3,229,000	4,164,000	1,430,000	1,647,000	2,106,000	28,711,000	2,140,000	45,269,000	3,045,000	5,108,000			
" " " 1911.....	2,824,000	4,069,000	5,571,000	1,042,000	2,259,000	1,758,000	26,134,000	2,285,000	45,110,000	3,094,000	3,605,000			
" " " 1910.....	2,457,000	2,546,000	2,930,000	745,000	788,000	1,360,000	23,326,000	1,446,000	46,934,000	2,575,000	3,022,000			
" " " 1909.....	2,473,000	2,045,000	2,503,000	563,000	818,000	1,456,000	20,219,000	1,243,000	37,136,000	2,078,000	3,037,000			
" " " 1908.....	2,238,000	1,957,000	2,416,000	746,000	898,000	1,456,000	20,116,000	849,000	36,918,000	2,340,000	2,914,000			

COMPETITION IN AUSTRALIAN MARKET.

Trade in Competitive Imports.—In order correctly to appreciate the position of the United Kingdom in the import trade of the Commonwealth it is necessary to bear in mind that the figures in the table represent the total imports, including specie and bullion and various items not produced in the United Kingdom, such as rice, sugar, tea, coffee, oils, ores, timber, &c. When these are deducted the balance represents 'Competitive Manufactured Merchandise.' Tables showing the value of this and the respective shares in such trade of the United Kingdom, Germany and the United States of America have been compiled in the office of His Majesty's trade commissioner for the years 1909 to 1912, inclusive. The tables have been published annually, with details showing the imports of competitive merchandise of United Kingdom origin into each of the States of the Commonwealth, by the Australian Association of British Manufacturers and their representatives, 430, Little Collins street, Melbourne, and may be obtained on application to the secretary of the association. Data for determining the share of the United Kingdom in the competitive trade for 1913 are not yet available. The following figures show the value of such trade during the four years ending December 31, 1912, with the percentage participation of the three principal competing countries:—

Year.	Value of Competitive Trade.	Proportion of Competitive Trade to Total Imports (exclusive of bullion and specie).	Share of Competitive Trade.		
			United Kingdom.	Germany.	United States of America.
	Thousand £	Per Cent.	Per Cent.	Per Cent.	Per Cent.
1909.....	40,417	81·32	63·61	11·05	10·23
1910.....	47,145	81·45	63·43	9·58	10·59
1911.....	52,295	81·64	61·45	11·99	11·14
1912.....	61,216	80·80	62·58	11·42	11·76

In order that the proportionate growth or decline in the shares of the United Kingdom, Germany and United States in the various groups of the competitive trade of the Commonwealth during the years 1910-1912 may be seen at a glance, the following table has been prepared. The groups are entered in the order of importance of the percentages of the United Kingdom:—

Group.	Imports from					
	U. K.		Germany.		U. S. A.	
	Increase.	Decrease.	Increase.	Decrease.	Increase.	Decrease.
	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.
Chemical fertilizers.....		31·06	7·41			
Beverages (non alcoholic).....		20·81		0·43		
India-rubber manufactures.....		15·82	3·70		5·97	
Animal foodstuffs.....		11·26	0·33		5·21	
Stones and minerals.....	10·24		8·31		11·06	
Pharmaceutical products.....	8·17		2·34		2·80	
Ammunition.....	8·14			7·87		0·15
Foodstuffs, vegetable.....		7·11	0·04		0·50	
Animal substances, unmanufactured.....	6·96			3·03		0·39
Metals, pig and ingot.....	6·50		2·27			
Metals, miscellaneous.....		6·30	0·13		5·02	
Vegetable substances, unmanufactured.....	5·80			3·12	1·48	
Earthenware, cements, china and glass.....		5·77	5·55			1·12
Metals—bars, rods, blooms.....	5·64			3·57	1·08	
Instruments, scientific, surgical, &c.....	5·57					11·45
Industrial chemicals.....		5·02	1·87		0·63	
Wood (manufactures of).....		5·00	0·82		2·66	
Miscellaneous items.....		4·85	5·13			0·34
Machinery.....	4·05			0·33		0·20
Oils, fat and waxes.....	3·33		0·55		1·10	
Spirits.....		3·13	2·53			0·04
Apparel.....		3·11	0·08		0·41	
Jewellery and fancy goods.....		2·30		2·12	3·56	
Leather manufactures.....		1·96		0·71	2·83	
Textiles.....	1·35		0·63		0·42	
Metal manufactures.....	0·74			0·81		0·91
Paints and varnishes.....		0·36	0·50		0·98	
Stationery.....	0·35			0·60		0·02
Paper.....		0·30		0·38	2·20	
Tobacco, manufactured.....	0·21					0·78

—(British Trade Returns.)

Article No. 5.

OPPORTUNITIES FROM GERMAN LOSS OF TRADE.

In the South American Republics, the Countries of Continental Europe and other Countries.

The purpose of this article is to deal with German exports to countries not previously considered, thereby completing the special series, dealing with the opportunity for the increased sale of Canadian goods, arising out of the check, given by the war, to exports from Germany. Thus in Article No. 2 remarks were made concerning the share of Germany in the trade with Argentina and Brazil, but her exports to the other countries of South America were not dealt with. Again although but little opportunity for an increase of Canadian trade is presented through the interruption to purchases of German goods on the part of the countries of continental Europe, it may nevertheless be of interest, and in order to give completeness to the series, to consider to what extent these countries have been buying from Germany. The same may also be said in regard to the various parts of Africa and Asia, not already dealt with. In this article, therefore, tables will be given, and comments made thereon, enumerating the items in the exports from Germany to (1) the South American republics (other than Argentina and Brazil); (2) the principal countries of continental Europe; (3) other countries.

South America.

The extent to which German commercial methods have been successful in capturing a large proportion of the trade with Argentina and Brazil was pointed out in Article No. 2. What was said with reference to these countries, applies also, though in somewhat lesser degree, to the other countries of South America. With some of these countries—those on the west coast—a readjustment of commercial relations may be expected as a result of the opening of the Panama Canal. This should have the effect of putting the United States and Canada in a more advantageous position to compete in these markets than formerly. As in the case of Argentina and Brazil, the economic life of the South American countries, now under consideration, consists principally in the production of foodstuffs and raw materials. Manufactured articles, therefore, go to make up the bulk of the imports. The following table from the *Pan-American Bulletin*, will show the share of the imports into South America in the year 1912, supplied by the United Kingdom, Germany, the United States and Canada:—

TRADE AND COMMERCE

SOUTH AMERICAN IMPORTS, 1912.

Countries.	Total from all countries.	United Kingdom.	Germany.	United States.	Canada.
	\$	\$	\$	\$	\$
Argentina.....	373,307,865	115,109,149	62,023,257	57,353,142	2,263,824
Bolivia.....	19,308,506	3,537,112	6,440,316	1,791,811	4,632
Brazil.....	308,243,736	77,615,548	53,018,079	38,109,316	974,462
Chile.....	122,075,994	38,616,886	33,189,070	16,806,341	136,107
Colombia.....	23,964,623	7,838,878	4,201,125	7,612,037	39,423
Ecuador.....	11,489,104	2,844,473	2,381,573	2,588,168	14,638
Paraguay.....	5,124,438	1,460,000	1,400,000	312,000	
Peru.....	25,066,354	8,000,000	4,300,000	5,700,000	11,120
Uruguay.....	51,355,200	13,800,000	8,700,000	6,200,000	160,636
Venezuela.....	20,568,939	4,284,886	3,199,389	6,832,438	65,892
South American Republics.....	960,504,759	273,106,932	178,852,809	153,305,353	3,670,734*
Per cent of imports.....	0.100	28.43	18.62	15.96	0.28

* Canadian figures.

From this table it will be seen that 18.62 per cent of the total imports into South America came from Germany, which proportion was only exceeded in the case of the United Kingdom. Supplies from Canada accounted for but 0.28 per cent of the total. The withdrawal of German competition from these markets, however, presents an exceptional opportunity for Canadians to increase their share of this trade. The significance of this opportunity will become further realized when the exports from Germany to the other countries of South America are similarly dealt with as in the case of her exports to Argentina and Brazil.

CHILEAN PURCHASES FROM GERMANY.

Turning first to the west coast of South America, a reference to the appended table of German exports to the South American republics will show that after Argentina and Brazil, the largest purchaser of German goods is Chile. The exports from Germany to Chile show a continuous increase from 52,445,000 marks in 1908 to 112,003,000 marks in 1912. The articles comprised in this total consisted for the most part of metallic goods, hardware, machinery, electrical apparatus, chemicals, drugs, explosives, etc., also all kinds of textile and fancy goods, cottons, woollens, etc.; a large quantity of leather goods, glassware, earthenware, hops, etc.

MACHINERY, HARDWARE, ETC.

As in the case of so many of the countries already considered, metallic goods, machinery, hardware of all kinds, etc., comprise a large proportion of the export of German goods to Chile. Prominent items under this head in 1912, were iron and iron and steel goods of a value of 25,513,000 marks, machinery valued at 10,402,000 marks, electro-technical apparatus, of a value of 5,001,000 marks, copper and alloys thereof, 1,966,000 marks, and vehicles and vessels 1,873,000 marks. The value of the export of German musical instruments to Chile in 1912 was 1,408,000 marks, while of toys in the same year German firms exported to Chile to the value of 747,000 marks.

CHEMICALS AND EXPLOSIVES.

A very considerable item in the list of exports from Germany to Chile consists of explosives and ammunition, of a value in 1912 of 12,764,000 marks. Other chemi-

cals and preparations thereof exported to Chile in the year concerned were simple chemicals, of a value of 747,000 marks, colours and dyestuffs 730,000 marks, and other drugs and chemicals of a value of 645,000 marks.

TEXTILE AND FANCY GOODS.

Textile and fancy goods also go to make up a large proportion of the export of German goods to Chile. In 1912 the value of the cotton goods exported from Germany to Chile was 8,331,000 marks, and that of woollen goods 7,086,000 marks. Silk goods from Germany were also exported to Chile in the same year to the value of 1,494,000 marks. That the export of miscellaneous textiles, fancy goods, from Germany to Chile is considerable may be seen from an export in 1912 under the head of "Other Clothing, Millinery, Etc.," of a value of 1,791,000 marks.

MISCELLANEOUS EXPORTS.

The value of the leather goods supplied Chile by Germany in 1912 amounted to 5,372,000 marks, while German rubber goods were exported to Chile in that year to the value of 776,000 marks. An export from Germany to Chile of glassware of a value of 2,917,000 marks and of earthenware of a value of 824,000 marks also took place in 1912. Canada used to supply Chile with considerable quantities of paper. The export of paper and cardboard from Germany to Chile was valued in 1912 at 2,181,000 marks. In the year concerned Chile was also supplied by Germany with wooden and cork wares of a value of 1,189,000 marks.

FOODSTUFFS.

Of the foodstuffs exported from Germany to Chile in 1912, the only large items are comprised of sugar, of a value of 1,643,000 marks, mill produce from corn, rice and pulse, of a value of 1,192,000 marks, and hops and other plants for use in commerce and industry valued at 759,000 marks.

Two other large items exported from Germany to Chile in 1912 were earth and stones, of a value of 2,908,000 marks and mineral fuel, valued at 1,391,000 marks.

OPPORTUNITY FOR CANADA.

The above review of German exports to Chile would seem to indicate that the present is an opportune time for Canadian producers to attempt to open up or to extend their trade with the west coast of South America. This would seem especially so when account is taken of the fact that these markets have been brought into closer communication with the eastern ports of Canada through the opening of the Panama Canal.

GERMAN TRADE WITH PERU.

After Chile, the most valuable market on the west coast of South America is Peru. The exports of Germany to Peru are of very similar nature to her exports to Chile, and in 1912 amounted to a value of 15,609,000 marks. The largest item comprised in this total was that of cotton goods of a value of 2,707,000 marks. Other large items in the list of exports from Germany to Peru with values in 1912 were iron and alloys thereof, 1,555,000 marks; woollen goods, 1,362,000 marks; machinery, 925,000 marks; leather goods, 822,000 marks; simple chemicals, 616,000 marks; paper and cardboard, 608,000 marks; silk goods, 549,000 marks; and glassware, 471,000 marks.

TRADE AND COMMERCE

ECUADOR AND COLOMBIA.

The largest item in a total export of German goods to Ecuador of a value in 1912 of 6,161,000 marks, was comprised under the head of mill produce from corn, rice and pulse, and was valued at 1,178,000 marks. Other considerable items were cotton goods valued at 897,000 marks, woollen goods at 606,000 marks and iron and iron and steel goods of a value of 538,000 marks.

Mill produce from corn, rice and pulse was also a considerable item in the list of exports from Germany to Colombia, accounting for 2,396,000 marks out of a total export in 1912 of a value of 14,744,000 marks. The largest item, however, consisted of iron and iron and steel goods of a value of 2,446,000 marks. Of cotton goods Germany exported to Colombia in 1912 to the value of 2,208,000 marks, of woollen goods to the value of 1,141,000 marks, and of silk goods to the value of 772,000 marks. Two other items exported to Colombia from Germany may be mentioned, viz., paper and cardboard of a value of 588,000 marks, and machinery of a value of 521,000 marks.

GERMAN EXPORTS TO VENEZUELA.

Coming next to Venezuela we find a total export from Germany of a value in 1912 of 10,296,000 marks, representing a continuous increase from 5,290,000 marks in 1909. The chief item in the list consists of cotton goods of a value of 1,781,000 marks. Other items exported in 1912 from Germany to Venezuela to the value of over one million marks were iron and alloys thereof, 1,426,000 marks, and mill produce from corn, rice and pulse, 1,197,000 marks. Items also deserving of mention are glassware, of a value of 667,000 marks, and spirits, wines and other beverages of a value of 432,000 marks.

URUGUAY.

Among the South American republics Uruguay ranks as the fourth largest purchaser of German goods. Uruguay is the economic counterpart of Argentina and Brazil, and her purchases of German goods are therefore similar to those purchased by these two countries. The total export of German goods to Uruguay in 1912 was valued at 38,492,000 marks. Sugar has a much greater importance in the list of exports from Germany to Uruguay than was the case with Argentina or Brazil. In the case of Uruguay it is the largest item, and in 1912 accounted for 5,888,000 marks, or over 15 per cent of the total export from Germany. With this one exception the exports from Germany to Uruguay are similar to those to Argentina and Brazil, and hence the opportunity for increased Canadian trade, resulting from the interruption to German exports is also similar.

BOLIVIA AND PARAGUAY.

Bolivia is for the most part a country of high altitudes. This fact is reflected in the German export returns by a larger proportion of the total export from Germany to that country being taken up with woollen goods than was the case with the other South American countries. In 1912 this amounted to 1,562,000 marks out of a total export of 12,302,000 marks. German cotton goods were also exported to Bolivia in 1912 to the value of 1,447,000 marks. Another large item on the list of German exports to Bolivia in 1912 consisted of spirits, wines and other beverages of a value of 1,498,000 marks. Other prominent items were iron and alloys thereof, of a value of 1,256,000 marks, explosives and ammunition, valued at 777,000 marks, machinery, of a value of 741,000 marks, leather goods, of a value of 643,000 marks; also a large quantity of fancy goods, drugs and chemicals.

To Paraguay, Germany in 1912 exported goods to the value of 2,031,000 marks. The most considerable item in this export consisted of cotton goods, valued at 356,000 marks.

TABLE OF EXPORTS FROM GERMANY.

This completes the survey of German exports to the South American republics. The withdrawal of these exports during the war will leave a gap to be supplied by other countries. An opening is therefore presented to the traders of other countries to gain a foothold from which permanent trade should inevitably follow. The following table gives the exports of German produce from Germany to the principal countries of South America, and may be referred to for further information. The figures for Argentina and Brazil are included for purposes of comparison:—

EXPORTS OF GERMAN PRODUCE FROM GERMANY TO PRINCIPAL SOUTH AMERICAN COUNTRIES.

(From German Returns.)

YEAR ENDED DECEMBER 31, 1912.

NOTE.—Mark=23.8 cents.

Classification.	To Argentina.	To Bolivia.	To Brazil.	To C .	To Colombia.	To Ecuador.	To Paraguay.	To Peru.	To Uruguay.	To Venezuela.
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Products of agriculture and of forest and other natural animal and vegetable products, foodstuffs, &c.:—										
Field, garden and meadow produce:—										
Cereals and rice	214,000	2,000	1,013,000	8,000	2,000	2,000	—	18,000	25,000	2,000
Pulse (ripe)	32,000	3,000	82,000	3,000	—	2,000	—	14,000	—	—
Oil fruits and oil seeds	981,000	—	79,000	88,000	2,000	1,000	—	4,000	21,000	2,000
Potatoes and other bulbs and roots	103,000	—	362,000	4,000	2,000	—	—	26,000	3,000	—
Hops and other plants for use in commerce and industry	1,266,000	60,000	1,233,000	759,000	49,000	22,000	16,000	152,000	64,000	18,000
Kitchen vegetables	15,000	1,000	5,000	2,000	—	—	—	6,000	—	—
Live plants, floricultural produce	162,000	—	47,000	9,000	3,000	—	—	—	25,000	—
Fruits and nuts; fruit and plant juices	18,000	—	15,000	8,000	—	—	—	—	3,000	—
Chicory and other colonial products	118,000	—	44,000	6,000	2,000	—	2,000	—	9,000	—
Other vegetable products for industrial or medicinal use	—	—	—	—	—	—	—	—	—	—
Forest products	252,000	3,000	193,000	72,000	11,000	6,000	2,000	13,000	30,000	24,000
Animals and animal products	350,000	3,000	451,000	148,000	35,000	20,000	2,000	51,000	42,000	30,000
Sugar	798,000	21,000	1,106,000	108,000	15,000	1,000	1,000	47,000	140,000	32,000
Spirits, wines and other beverages	8,383,000	267,000	1,03,000	1,643,000	38,000	1,000	109,000	259,000	5,888,000	8,000
Mill produce from corn, rice and pulse	8,870,000	1,498,000	740,000	324,000	291,000	288,000	12,000	159,000	229,000	432,000
Products of industries connected with agriculture, n.e.s.	331,000	118,000	1,793,000	1,192,000	2,396,000	1,178,000	118,000	394,000	390,000	1,197,000
Products of factories of alimentary and consumable goods, n.e.s.	285,000	21,000	639,000	204,000	35,000	29,000	4,000	45,000	78,000	36,000
Raw mineral materials and mineral oils:—										
Earths and stones	858,000	103,000	664,000	635,000	83,000	23,000	12,000	145,000	252,000	122,000
Ores, slags and ashes	1,253,000	8,000	5,771,000	2,908,000	29,000	79,000	7,000	176,000	624,000	170,000
Mineral fuel	8,000	—	30,000	8,000	—	—	—	1,000	—	—
Mineral oils and other raw mineral materials	457,000	—	112,000	1,391,000	—	—	2,000	110,000	96,000	57,000
Coal-tar, coal-tar oil and coal-tar products	261,000	11,000	325,000	405,000	8,000	4,000	8,000	16,000	91,000	12,000
	135,000	6,000	99,000	23,000	20,000	1,000	—	4,000	10,000	6,000

Prepared wax, solid fatty acids, paraffine and similar candle-making materials, candles, manufactures of wax, soap and other manufactures of wax, soap and other manufactures of grease, oil or wax	1,684,000	50,000	1,275,000	456,000	59,000	113,000	15,000	139,000	206,000	75,000
Simple chemicals, acids, salts and other combinations of simple chemicals, n.e.s.	2,321,000	13,000	2,606,000	747,000	135,000	52,000	9,000	616,000	251,000	135,000
Colours and dyestuffs	2,522,000	106,000	3,673,000	730,000	160,000	67,000	17,000	243,000	348,000	142,000
Varnishes, lac and cements	184,000	9,000	160,000	88,000	9,000	3,000	1,000	18,000	17,000	34,000
Ether, alcohols, volatile oils, artificial scents, perfumery and cosmetics	738,000	17,000	573,000	330,000	85,000	35,000	43,000	114,000	156,000	133,000
Artificial manures	3,000	-	637,000	8,000	4,000	1,000	-	5,000	12,000	1,000
Explosives ammunition and other inflammable substances	1,011,000	777,000	786,000	12,764,000	66,000	11,000	7,000	284,000	120,000	55,000
Chemical and pharmaceutical products, n.e.s.	1,517,000	63,000	1,496,000	645,000	271,000	83,000	5,000	166,000	177,000	208,000
Animal and vegetable textile materials and manufactures thereof; human hair; prepared ornamental feathers, fans and hats:—										
Silk	5,884,000	373,000	5,151,000	1,494,000	772,000	200,000	35,000	549,000	868,000	268,000
Wool and other animal hair	10,661,000	1,362,000	4,573,000	7,086,000	1,141,000	606,000	171,000	1,362,000	1,472,000	251,000
Cotton	19,364,000	1,447,000	15,134,000	8,331,000	2,208,000	897,000	356,000	2,707,000	4,233,000	1,781,000
Other vegetable textile materials. Bookbinders' and tracing cloth, waterproof tissues, tissues covered with grinding or polishing substances, linoleum and similar materials	643,000	26,000	617,000	390,000	41,000	17,000	9,000	101,000	112,000	115,000
Wadding, felt and unsewn articles of felt	703,000	19,000	414,000	276,000	12,000	11,000	4,000	25,000	61,000	15,000
Horsehair (mane or tail) and articles thereof	485,000	10,000	645,000	378,000	6,000	12,000	-	15,000	37,000	4,000
Clothing, millinery and other sewn articles of spunwares or felt, n.e.s.	4,008,000	540,000	3,266,000	1,791,000	417,000	225,000	105,000	367,000	1,730,000	97,000
Artificial flowers of spunwares, umbrellas and parasols and shoes of spunwares or felt	285,000	40,000	68,000	355,000	66,000	11,000	5,000	51,000	126,000	109,000
Human hair and articles thereof, prepared ornamental feathers, fans and hats	182,000	152,000	112,000	245,000	108,000	84,000	1,000	56,000	48,000	76,000
Waste of spunwares and the like	261,000	62,000	142,000	193,000	65,000	23,000	-	97,000	33,000	32,000
Leather and leatherwares, furbies' wares and manufactures of gut	5,181,000	643,000	8,372,000	5,372,000	336,000	125,000	107,000	822,000	999,000	357,000
India-rubber wares	5,262,000	54,000	2,691,000	776,000	79,000	53,000	4,000	141,000	486,000	71,000
Plaits, and plated wares of vegetable materials except textile fibres	157,000	3,000	181,000	66,000	11,000	8,000	4,000	5,000	31,000	8,000
Brooms, brushes and sieves	593,000	23,000	402,000	190,000	31,000	9,000	8,000	45,000	51,000	19,000
Cork wares and wooden wares	2,844,000	138,000	2,268,000	1,189,000	123,000	60,000	51,000	179,000	391,000	80,000
Articles of animal or vegetable materials for carving or moulding, n.e.s.	1,611,000	24,000	991,000	370,000	91,000	16,000	8,000	55,000	220,000	76,000
Paper, cardboard and manufactures of	11,981,000	279,000	6,566,000	2,181,000	588,000	275,000	101,000	608,000	834,000	390,000
Books, pictures and paintings	962,000	28,000	663,000	576,000	74,000	21,000	1,000	39,000	133,000	31,000
Wares of stones or other mineral substances (except earthenware) and of fossil substances	1,009,000	7,000	595,000	159,000	48,000	12,000	1,000	82,000	277,000	14,000
Earthenware	3,043,000	57,000	2,873,000	824,000	193,000	129,000	11,000	103,000	411,000	226,000
Glass and glassware	4,079,000	139,000	3,610,000	2,917,000	205,000	126,000	53,000	471,000	797,000	667,000

EXPORTS OF GERMAN PRODUCE FROM GERMANY TO PRINCIPAL SOUTH AMERICAN COUNTRIES.—*Continued.*

Classification.	To Argentina.	To Bolivia.	To Brazil.	To Chile.	To Colombia.	To Ecuador.	To Paraguay.	To Peru.	To Uruguay.	To Venezuela.
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Metal and wares thereof—										
Gold and silver.....	4,017,000	23,000	1,916,000	908,000	203,000	13,000	13,000	338,000	456,000	75,000
Iron and alloys thereof.....	57,327,000	1,236,000	35,891,000	25,513,000	2,446,000	538,000	251,000	1,355,000	5,115,000	1,426,000
Aluminum and alloys thereof.....	163,000	21,000	351,000	163,000	52,000	5,000	4,000	3,000	28,000	48,000
Lead and alloys thereof.....	602,000	12,000	1,841,000	300,900	56,000	20,000	27,000	67,000	76,000	76,000
Zinc and alloys thereof.....	293,000	15,000	255,000	103,000	16,000	14,000	4,000	9,000	98,000	16,000
Tin and alloys thereof.....	701,000	6,000	467,000	173,000	13,000	11,000	4,000	33,000	97,000	17,000
Nickel and alloys thereof.....	30,000		41,000	7,000	1,000			2,000	7,000	6,000
Copper and alloys thereof.....	4,735,000	135,000	7,207,000	1,963,000	245,000	76,000	45,000	160,000	622,000	132,000
Other metals and alloys thereof.....	6,667,000	122,000	4,415,000	1,657,000	122,000	97,000	35,000	269,000	1,265,000	107,000
Machinery, &c.—										
Machinery.....	19,007,000	741,000	27,416,000	10,402,000	521,000	164,000	80,000	925,000	2,770,000	337,000
Electro-technical apparatus.....	16,939,000	238,000	7,219,000	5,001,000	141,000	52,000	34,000	313,000	2,314,000	52,000
Vehicles and vessels.....	12,843,000	195,000	10,437,000	1,873,000	39,000	34,000	21,000	141,000	1,126,000	30,000
Firearms.....	1,214,000	440,000	4,016,000	98,000	3,000	2,000		2,000	3,000	7,000
Clocks and watches.....	1,506,000	17,000	488,000	272,000	40,000	8,000	6,000	62,000	107,000	23,000
Musical instruments.....	3,764,000	118,000	2,782,000	1,405,000	160,000	73,000	37,000	288,000	589,000	103,000
Toys.....	2,386,000	61,000	1,709,000	747,000	98,000	68,000	30,000	190,000	553,000	142,000
All other articles exported.....	1,294,000	125,000	902,000	573,000	162,000	92,000	10,000	150,000	193,000	161,000
Total exports, mdse. 1912.....	230,410,000	12,302,000	192,831,000	112,003,000	14,714,000	6,161,000	2,031,000	15,609,000	38,492,000	10,296,000
" " 1911.....	255,875,000	9,509,000	152,033,000	85,394,000	11,174,000	7,608,000	2,441,000	16,105,000	32,905,000	9,307,000
" " 1910.....	240,166,000	7,382,000	121,724,000	64,786,000	9,499,000	4,515,000	1,428,000	12,791,000	28,357,000	6,742,000
" " 1909.....	175,373,000	5,512,000	91,822,000	57,609,000	6,091,000	5,231,000	825,000	11,553,000	23,274,000	5,290,000
" " 1908.....	146,973,000	6,436,000	84,447,000	52,443,000	7,182,000	4,957,000	1,675,000	13,410,000	23,667,000	5,482,000

The Principal European Countries.

It is not probable that Canadian producers will derive any great benefit from the interruption of German exports to the countries of continental Europe. In the first place these countries themselves may be expected to make every effort to supply the goods formerly obtained from Germany as compensation for the loss of trade generally, which the war has brought about. Then again the commodities formerly purchased from Germany by the people of these countries are for the most part of a nature that cannot be advantageously supplied by Canada. Nevertheless as of possible interest to many and in order to complete the special series dealing with German trade, it has been considered advisable to publish the appended table, giving the exports for the year 1912 from Germany to the principal countries of continental Europe. It may so happen, moreover, that the check given to these exports by the war may create an opportunity for the enlargement of trade in some special line for which Canadians are in a position to supply. A study of the table affords ample evidence of the extent and diversified nature of the former purchases from Germany on the part of European countries.

FRENCH PURCHASES FROM GERMANY.

Thus in 1912 the value of the exports from Germany to France amounted to 689,425,000 marks, and represented a continuous increase from 438,125,000 marks in 1908. The largest item included in the above total consisted of mineral fuel, of which Germany exported to France in 1912 to the value of 105,224,000 marks. Another large item consisted of leather goods, of which Germany exported to France in 1912 to the value of 85,302,000 marks. The value of the export to France of German machinery in 1912 was 71,564,000 marks, and that of iron and alloys thereof from Germany was 55,638,000 marks. Other items of considerable amount exported from Germany to France in 1912 were sugar to the value of 38,822,000 marks; simple chemicals, valued at 25,692,000 marks; cotton goods, of a value of 19,961,000 marks; cereals and rice, valued at 19,103,000 marks; copper and alloys thereof to the value of 18,384,000 marks; paper and cardboard, of a value of 16,553,000 marks; woollen goods, valued at 16,215,000 marks, and rubber goods to the value of 15,940,000 marks. Other items of importance are similar to those exported from Germany to the countries considered in this and previous articles.

GERMAN EXPORTS TO RUSSIA.

The exports from Germany to Russia are very nearly equal in value to the German exports to France, and amounted in 1912 to 679,629,000 marks. In this case the most considerable item consisted of machinery, of which there was exported to Russia in 1912 to the value of 96,688,000 marks. Germany also supplied Russia in the year concerned with iron and iron and steel goods to the value of 66,818,000 marks. Leather goods are also a large item in the list of exports from Germany to Russia, amounting in this case to 59,390,000 marks. The sugar supplied Russia by Germany in 1912 amounted in value to 51,976,000 marks. The Russians do not purchase so great a relative amount of German cotton goods as do the French. In 1912 the value of the export of German cotton goods to Russia was 19,689,000 marks, while of woollen goods from Germany the export to Russia in the year concerned was valued at 26,815,000 marks. Other items in the list of German exports to Russia deserving of mention are mineral fuel, of a value of 27,920,000 marks, electro-technical apparatus, valued at 27,549,000 marks, simple chemicals, to the value of 22,724,000 marks, and cereals and rice of a value of 22,490,000 marks.

OTHER EUROPEAN COUNTRIES.

The exports from Germany to France and Russia may be considered as typical of German exports to the other countries of Europe, variations taking place according to the relative distance of each market from German centres of production, and according to the nature of the home production of each country. In nearly every case of German exports to these countries a substantial increase is shown during the five year period, 1908 to 1912. To take the case of the Netherlands for instance, the total exports from Germany amounted in 1908 to 453,717,000 marks. A slight decrease was shown for the next year, but after that a continuous increase took place until in 1912 German exports to the Netherlands were valued at 608,510,000 marks. In regard to Switzerland, a steady increase is also shown in the exports from Germany to that country from 401,051,000 marks in 1908 to 520,460,000 marks in 1912. The exports from Germany to Belgium amounted in 1908 to 322,820,000 marks. In 1912, however, they were valued at 493,287,000 marks, thus giving an increase during the five year period amounting to 170,467,000 marks. Dealing next with Italy, a country whose frontier is not contiguous to German territory, in 1909 a decrease was shown in the German exports of from 311,298,000 marks (the figure for 1908) to 288,987,000 marks. A recovery, however, took place in the ensuing years until in 1912 the exports from Germany to Italy were valued at 401,162,000 marks. Considerable fluctuations are to be found in the total values of the exports from Germany to Denmark during the period under review. Amounting to 200,656,000 marks in 1908, they declined the following year, but recovered again in 1910; another decline took place, followed by a substantial recovery to 254,193,000 marks, the value for 1912. During the five years, 1908 to 1912, the exports from Germany to Scandinavia steadily increased. To Sweden in 1908 Germany sent goods to the value of 174,071,000 marks. By 1912 this had increased to 197,415,000 marks. Similarly in the case of Norway, the increase was from 96,965,000 marks in 1908 to 144,714,000 marks in 1912. German exports to Spain show a continuous increase of from 65,878,000 marks in 1908 to 112,944,000 marks in 1912.

OTHER ITEMS OF EXPORT.

Other items of importance exported from Germany to the above European countries, and not already mentioned in the consideration of German exports to France and Russia, are hardware of all kinds, vehicles and vessels, musical instruments, toys, clocks and watches, silk goods, all varieties of fancy goods, coal tar products, colours of dyestuffs, explosive and ammunition, artificial manures, chemicals of all kinds; also earthenware, glassware, hops and other commercial plants, spirits, wines, and other beverages, forest products, and cork and wooden wares. For more complete information and the exact figures a reference may be made to the accompanying table giving the exports of German produce from Germany to the ten European countries, above mentioned:—

EXPORTS OF GERMAN PRODUCE FROM GERMANY TO BELGIUM, DENMARK, FRANCE, ITALY, NETHERLANDS, NORWAY, RUSSIA, SPAIN, SWEDEN AND SWITZERLAND.

(YEAR ENDED DECEMBER 31, 1912.)

NOTE.—Mark = 23.8 cents.

SUPPLEMENT TO WEEKLY REPORT

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Classification.	Belgium.	Denmark.	France.	Italy.	Netherlands.	Norway.	Russia.	Spain.	Sweden.	Switzerland.
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Products of agriculture and of forest and other natural animal and vegetable products, foodstuffs, etc.—										
Field, garden and meadow produce:—										
Cereals and rice.....	18,540,000	38,570,000	19,103,000	23,133,000	45,940,000	18,760,000	22,490,000	816,000	20,826,000	18,995,000
Pulse (ripe).....	208,000	157,000	1,850,000	252,000	302,000	140,000	122,000	26,000	273,000	216,000
Oil fruits and oil seeds.....	2,424,000	4,232,000	4,984,000	810,000	3,286,000	244,000	3,500,000	920,000	1,506,000	817,000
P tatoes and other bulbs and roots.....	662,500	38,000	232,000	103,000	4,870,000	12,000	23,000	74,000	444,000	2,749,000
Hops and other plants for use in commerce and industry.....	9,924,000	3,222,000	11,346,000	6,417,000	6,567,000	1,043,000	13,588,000	686,000	3,960,000	4,163,000
Kitchen vegetables.....	107,000	508,000	248,000	53,000	134,000	173,000	543,000	33,000	166,000	1,165,000
Live plants, floricultural produce.....	286,000	357,000	750,000	153,000	245,000	143,000	1,256,000	20,000	453,000	427,000
Fruits and nuts; fruit and plant juices.....	92,000	378,000	122,000	5,000	202,000	249,000	793,000	10,000	780,000	870,000
Chicory and other colonial produce.....	236,000	178,000	56,000	71,000	402,000	56,000	418,000	14,000	28,000	525,000
Other vegetable products for industrial or medicinal use.....	425,000	368,000	634,000	1,969,000	962,000	95,000	2,179,000	244,000	402,000	1,424,000
Forest products.....	3,694,000	2,478,000	6,069,000	2,885,000	6,516,000	971,000	10,025,000	640,000	2,225,000	8,033,000
Animals and animal products.....	18,436,000	4,342,000	38,822,000	4,509,000	11,908,000	2,461,000	51,976,000	1,194,000	5,147,000	14,978,000
Sugar.....	61,000	2,236,000	33,000	27,000	1,091,000	10,595,000	65,000	104,000	556,000	12,468,000
Spirits, wines and other beverages.....	5,248,000	398,000	2,725,000	955,000	3,236,000	394,000	1,580,000	458,000	973,000	4,024,000
Mill produce from corn, rice and pulse.....	699,000	11,832,000	4,862,000	1,463,000	11,626,000	8,146,000	3,772,000	648,000	2,029,000	12,086,000
Products of industries connected with agriculture, N.E.S.....	5,742,000	10,168,000	1,905,000	1,232,000	16,508,000	1,866,000	2,045,000	462,000	4,926,000	8,379,000
Products of factories of alimentary and consumable goods, N.E.S.....	2,423,000	4,633,000	4,530,000	923,000	16,205,000	1,552,000	2,398,000	292,000	5,492,000	3,003,000

EXPORTS OF GERMAN PRODUCE FROM GERMANY TO BELGIUM, DENMARK, FRANCE, ITALY, NETHERLANDS, NORWAY, RUSSIA, SPAIN, SWEDEN AND SWITZERLAND—*Con.*

Classification.	Belgium.	Denmark.	France.	Italy.	Netherlands	Norway.	Russia.	Spain.	Sweden.	Switzerland.
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Raw mineral materials and mineral oils:—										
Earth and stones.....	2,757,000	925,000	4,392,000	593,000	10,071,000	848,000	6,075,000	345,000	1,012,000	1,915,000
Ores, slags and ashes.....	8,525,000	37,000	3,407,000	120,000	1,133,000	73,000	233,000	13,000	263,000	304,000
Mineral fuel.....	100,680,000	8,402,000	105,224,000	17,346,000	95,562,000	2,028,000	27,920,000	3,831,000	5,813,000	62,920,000
Mineral oils and other raw mineral materials.....	583,000	1,125,000	601,000	630,000	1,044,000	406,000	919,000	279,000	1,004,000	640,000
Coal-tar, coal-tar oils and coal tar products.....	2,330,000	187,000	10,907,000	1,583,000	4,107,000	93,000	4,681,000	414,000	265,000	3,295,000
Prepared wax, solid fatty acids, paraffine and similar candle-making materials, candles, manufactures of wax, soap and other manufactures of grease, oil or wax.....	2,563,000	703,000	1,941,000	2,162,000	3,598,000	834,600	4,423,000	948,000	1,212,000	1,991,000
Simple chemicals, acids, salts and other combinations of simple chemicals, N.E.S.....	21,044,000	4,411,000	25,692,000	10,306,000	22,421,000	2,501,000	22,724,000	5,013,000	10,254,000	16,236,000
Colours and dyestuffs.....	10,162,000	2,459,000	10,476,000	13,126,000	9,975,000	1,768,000	13,975,000	4,099,000	4,588,000	4,769,000
Varnishes, lacas and cements.....	372,000	497,000	240,000	517,000	482,000	217,000	187,000	135,000	286,000	749,000
Ether, alcohols, volatile oils, artificial scents, perfumery and cosmetics.....	691,000	369,000	3,200,000	1,471,000	1,661,000	194,000	2,549,000	656,000	440,000	1,180,000
Artificial manures.....	977,000	1,811,000	801,000	2,483,000	5,725,000	527,000	12,165,000	613,000	649,000	3,585,000
Explosives, ammunition and other inflammable substances.....	1,826,000	557,000	159,000	1,413,000	874,000	288,000	1,296,000	246,000	833,000	573,000
Chemical and pharmaceutical products, N.E.S.....	2,609,000	1,898,000	4,156,000	4,717,000	3,097,000	948,000	13,363,000	1,359,000	2,121,000	2,927,000
Animal and vegetable textile materials and manufactures thereof; human hair; prepared ornamental feathers, fans and hats:—										
Silk.....	5,786,000	5,242,000	14,563,000	11,644,000	5,655,000	2,329,000	7,042,000	4,661,000	5,376,000	20,709,000
Wool and other animal hair.....	12,342,000	14,557,000	16,215,000	18,876,000	22,649,000	8,568,000	26,815,000	1,891,000	16,789,000	27,609,000
Cotton.....	13,113,000	11,198,000	19,961,000	14,594,000	27,190,000	5,172,000	19,689,000	5,621,000	8,110,000	16,894,000
Other vegetable textile materials	990,000	3,652,000	1,334,000	1,169,000	2,471,000	1,463,000	1,621,000	424,000	1,384,000	3,735,000

Bookbinders' and tracing cloth, water-proof tissues, tissues covered with grinding or polishing substances, linoleum and similar materials...	1,668,000	1,534,000	1,339,000	471,000	2,118,000	887,000	325,000	191,000	1,287,000	2,603,000
Wadding, felt and unsewn articles of felt	740,000	383,000	440,000	315,000	548,000	162,000	1,302,000	49,000	382,000	482,000
Horsehair (mane or tail) and articles thereof	174,000	129,000	786,000	110,000	243,000	140,000	264,000	19,000	193,000	272,000
Clothing, millinery and other sewn articles of spunwares or felt, N.E.S.	2,767,030	7,013,000	2,320,000	2,675,000	21,983,000	2,362,000	2,817,000	383,000	3,351,000	18,603,000
Artificial flowers of spunwares, umbrellas and parasols and shoes of spunwares or felt...	441,000	365,000	495,000	377,000	1,031,000	93,000	103,000	74,000	238,000	1,476,000
Human hair and articles thereof, prepared ornamental feathers, fans and hats...	756,000	1,910,000	2,115,000	1,023,000	2,555,000	1,357,000	911,000	75,000	1,113,000	2,132,000
Waste of spunwares and the like	1,339,000	631,000	1,835,000	4,031,000	1,352,000	1,621,000	6,704,000	827,000	862,000	4,767,000
Leather and leatherwares, furrers' wares and manufactures of gut	18,380,000	11,564,000	85,302,000	29,570,000	11,536,000	4,142,000	59,390,000	4,362,000	8,285,000	25,615,000
India-rubber wares	3,456,000	4,140,000	15,940,000	8,595,000	5,923,000	1,313,000	5,426,000	2,083,000	2,585,000	6,439,000
Plaits, and plaited wares of vegetable materials except textile fibres	169,000	265,000	448,000	209,000	505,000	105,000	146,000	95,000	233,000	536,000
Brooms, brushes and sieves	137,000	192,000	192,000	596,000	427,000	200,000	571,000	281,000	257,000	635,000
Cork wares and wooden wares	2,806,000	1,437,000	3,756,000	3,027,000	5,162,000	1,034,000	6,501,000	626,000	1,339,000	6,610,000
Articles of animal or vegetable materials for carving or moulding, N.E.S.	1,673,000	1,305,000	6,930,000	5,303,000	1,904,000	955,000	6,667,000	809,000	1,403,000	2,339,000
Paper, cardboard and manufactures of	15,004,000	4,537,000	16,553,000	9,290,000	17,128,000	2,370,000	8,572,000	4,002,000	3,606,000	12,809,000
Books, pictures and paintings	2,318,000	1,349,000	6,690,000	2,373,000	4,524,000	612,000	7,781,000	641,000	1,748,000	11,074,000
Wares of stones and other mineral substances (except earthenware) and fossil substances...	1,660,000	500,000	3,353,000	1,259,000	2,197,000	292,000	2,397,000	369,000	447,000	1,676,000
Earthenware	5,817,000	2,700,000	9,445,000	3,952,000	5,798,000	1,183,000	7,671,000	1,154,000	1,224,000	5,387,000
Glass and glassware	4,691,000	1,893,000	8,014,000	6,146,000	5,018,000	996,000	8,519,000	1,304,000	2,082,000	6,356,000
Metals and wares thereof :-										
Gold and silver	3,478,000	1,249,000	5,520,000	8,940,000	1,044,000	405,000	2,897,000	974,000	868,000	5,077,000
Iron and alloys thereof	89,695,000	31,192,000	55,638,000	70,808,000	94,604,000	19,978,000	66,818,000	15,559,000	19,746,000	68,817,000
Aluminum and alloys thereof	945,000	361,000	505,000	651,000	720,000	316,000	2,020,000	185,000	324,000	715,000
Lead and alloys thereof	1,388,000	459,000	620,000	695,000	2,182,000	474,000	3,244,000	301,000	803,000	2,074,000
Zinc and alloys thereof	988,000	1,770,000	373,000	1,738,000	1,185,000	423,000	7,717,000	148,000	1,890,000	424,000
Tin and alloys thereof	1,344,000	712,000	4,029,000	1,425,000	1,445,000	169,000	2,671,000	1,096,000	458,000	2,441,000
Nickle and alloys thereof	141,000	53,000	886,000	380,000	113,000	29,000	1,670,000	27,000	103,000	171,000
Copper and alloys thereof	10,041,000	6,562,000	18,384,000	11,898,000	11,973,000	3,912,000	16,616,000	6,714,000	5,217,000	15,037,000
Other metals and alloys thereof	4,412,000	2,417,000	6,082,000	4,962,000	3,183,000	1,803,000	11,442,000	2,205,000	2,277,000	4,322,000

EXPORTS OF GERMAN PRODUCE FROM GERMANY TO BELGIUM, DENMARK, FRANCE, ITALY, NETHERLANDS, NORWAY, RUSSIA, SPAIN, SWEDEN AND SWITZERLAND *Con.*

Classification.	Belgium.		Denmark.		France.		Italy.		Netherlands.		Norway.		Russia.		Spain.		Sweden.		Switzerland.	
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Machinery, &c.:—																				
Machinery	30,756,000		9,039,000		71,546,000		38,190,000		24,022,000		7,383,000		96,688,000		17,059,000		9,345,000		25,683,000	
Electro-technical apparatus	13,227,000		6,433,000		9,870,000		17,963,000		11,852,000		6,998,000		27,549,000		10,460,000		9,081,000		7,911,000	
Vehicles and vessels	6,789,000		5,964,000		15,042,000		7,474,000		10,719,000		2,044,000		17,090,000		1,467,000		2,403,000		4,285,000	
Firearms	510,000		87,000		108,000		209,000		94,000		38,000		838,000		15,000		55,000		145,000	
Clocks and watches	997,000		555,000		2,135,000		651,000		1,440,000		256,000		2,246,000		513,000		599,000		1,333,000	
Musical instruments	1,915,000		1,492,000		1,821,000		2,988,000		2,900,000		1,234,000		7,782,000		855,000		1,140,000		2,451,000	
Toys	2,578,000		954,000		6,573,000		2,124,000		2,398,000		302,000		2,405,000		995,000		776,000		2,091,000	
All other articles exported	580,000		817,000		2,921,000		2,419,000		994,000		965,000		1,718,000		1,181,000		689,000		3,293,000	
Total Exports, Mdse. 1912.	493,287,000		254,193,000		639,425,000		401,162,000		608,510,000		144,714,000		679,829,000		112,944,000		187,415,000		520,460,000	
" " " 1911.	412,686,000		217,985,000		598,553,000		347,957,000		532,065,000		124,314,000		625,300,000		88,445,000		191,627,000		482,781,000	
" " " 1910.	390,688,000		221,676,000		543,413,000		323,519,000		498,713,000		119,312,000		547,064,000		71,649,000		190,520,000		452,640,000	
" " " 1909.	348,733,000		195,753,000		453,123,000		288,978,000		453,524,000		104,452,000		444,482,000		69,145,000		136,240,000		413,214,000	
" " " 1908.	322,820,000		290,656,000		438,125,000		311,298,000		453,717,000		96,965,000		450,221,000		65,878,000		174,071,000		401,054,000	

Other Countries.

The concluding table of this series gives the exports for the year 1912 from Germany to various parts of Africa and Asia, not previously dealt with. As of possible interest the figures of German exports to the United States are also included. Although in only a few of these cases is an opportunity for the enlargement of Canadian trade presented through the interruption to the exports to these countries from Germany, it is nevertheless of interest to show the extensive nature of the sale of German goods throughout the world.

GERMAN EXPORTS TO EGYPT.

Thus in the appended table an export from Germany to Egypt is found of a value in 1912 of 38,039,000 marks. Prominent items in this export were iron and alloys thereof, 7,476,000 marks; cotton goods, 5,444,000 marks; machinery, 3,551,000 marks; woollen goods, 3,358,000 marks; mineral fuel, 2,065,000 marks; colours and dyestuffs, 1,839,000 marks; silk goods, 1,254,000 marks; paper and cardboard, 1,048,000 marks, &c.

German exports to other British possessions in Africa include goods to the value of 15,169,000 marks in 1912 to British West Africa, and an export of a value of 3,057,000 marks in 1912 to British East Africa. In the former case the most prominent item consisted of spirits, wines and other beverages of a value of 3,629,000 marks.

GERMAN COLONIES.

The export from Germany in 1912 to the three German colonies of German East Africa, German Southwest Africa and Kamerun amounted in value respectively to 17,433,000 marks, 15,341,000 marks and 11,407,000 marks, or a total of 44,181,000 marks. The principal articles included in this export were iron and alloys thereof, machinery, cotton goods, fancy goods, wines and spirits, food products, &c.

MOROCCO.

To Morocco Germany exported in 1912 goods to the value of 7,928,000 marks. Over one-third of 2,757,000 marks of this export came under the head of 'sugar.' Other items of importance were woollen goods of a value of 1,173,000 marks, iron and iron and steel goods, valued at 1,056,000 marks, spirits, wines, &c., to the value of 723,000 marks, and machinery valued at 559,000 marks.

GERMAN TRADE WITH THE EAST INDIES.

As an example of the share of the East Indies trade, held by Germany, the exports to Netherlands India from that country may be given. In 1912 these exports were valued at 74,552,000 marks. Over one-third of this total was comprised of iron and

steel goods, the value of which amounted to 29,220,000 marks. Machinery accounted for another 7,299,000 marks and vehicles and vessels for 3,107,000 marks. A large export of German chemicals, &c., also took place to Netherlands India in 1912, as may be seen from an export of simple chemicals of a value of 2,109,000 marks, and of colours and dyestuffs of a value of 3,123,000 marks. Other articles exported to Netherlands India from Germany in 1912 in considerable amounts were cotton goods, 21,757,000 marks; earthenware, 2,744,000 marks; spirits, wines, &c., 2,014,000 marks; electro-technical apparatus, 1,874,000 marks; copper goods, 1,603,000 marks; rubber goods, 1,290,000 marks; paper and cardboard, 1,253,000 marks, &c.

To the British Straits Settlements Germany in 1912 exported goods to the value of 13,368,000 marks. The principal items included in this export were cotton goods valued at 3,231,000 marks, iron and alloys thereof, of a value of 2,520,000 marks, spirits, wines and other beverages of a value of 1,698,000 marks, and rubber goods of a value of 717,000 marks.

UNITED STATES PURCHASES FROM GERMANY.

The value of the United States as a market for German goods may be realized from an export to that country from Germany in 1912 of a value of 697,590,000 marks. By far the largest proportion of this export is made up of articles under the head of 'drugs, dyes and chemicals.' Thus of simple chemicals there were exported from Germany to the United States in 1912, to a value of 72,740,000 marks, of colours and dyestuffs to the value of 51,149,000 marks and of other drugs and chemicals to the value of 11,512,000 marks. Under the head of 'Animal and Animal Products' Germany exported to the United States in 1912 goods to the value of 72,327,000 marks. The export of forest products to the United States from Germany in that year was valued at 23,525,000 marks. Under the head of 'Textiles' an export to the United States of German cotton goods of a value of 70,810,000 marks, and of silk goods from Germany to the value of 28,215,000 marks took place in 1912. Of leather goods Germany exported to the United States in 1912 to the value of 35,107,000 marks and in the same year also sent paper and cardboard of a value of 25,800,000 marks. Two other large items exported to the United States from Germany consist of earthenware the value of which in 1912 was 16,762,000 marks, and of glassware of which 9,781,000 worth was exported to the United States in the year concerned. The extent to which the United States depends upon Germany for its supply of toys may be seen by export of German toys to that country in 1912 of a value of 28,091,000 marks. Germany also supplied the United States in 1912 with iron and steel products of a value of 24,940,000 marks and with machinery of a value of 20,056,000 marks. The other items in the list of exports from Germany to the United States are similar to the articles sent to Canada from Germany.

CONCLUSION.

This concludes the special series of articles dealing with opportunities for the enlargement of Canadian trade, arising out of the check given to the exports from Germany to various parts of the world. Taken together, the different tables, with the comments thereon, should convey some idea as to the extent and nature of the German export trade, the value of which, according to a report of the British Board of Trade amounted in 1912 to over £440,000,000, manufactured articles being responsible for some £284,000,000 of this amount. During the progress of the war a very large pro-

portion of these exports can no longer take place. This stoppage of German exports creates an opportunity for other countries to participate to a greater extent than formerly in the trade with the countries to which Germany has been sending her goods. Whether Canada is in a position to avail herself of this opportunity to any great extent is a matter which the future must decide. For the present, however, everything possible should be done to present the facts before Canadian producers, who in their turn should make every effort to take full advantage of the exceptional opportunity offering.

Exports of German Produce from Germany to British East Africa, British West Africa, Egypt, German East Africa, German Southwest Africa, Kamerun, Morocco, British Straits Settlements, Netherlands India and United States.

(YEAR ENDED DECEMBER 31, 1912.)

Mark = 23.8 cents.

Classification.	British East Africa.		British West Africa.		Egypt.		German East Africa.		German South-west Africa.		Kamerun.		Morocco.		British Straits Settlements.		Netherlands India.		United States.	
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Products of agriculture and of forest and other natural animal and vegetable products, food-stuffs, etc.—																				
Field, garden and meadow product.																				
Cereals and rice.		2,000					16,000		887,000		4,000		11,000						38,000	
Pulse (ripe).						2,000	1,000		17,000		5,000								585,000	
Oil fruits and oil seeds.						3,000	8,000		18,000		6,000		2,000						16,115,000	
Potatoes and other bulbs and roots.		4,000					6,000		71,000		16,000		27,000						81,000	
Hops and other plants for use in commerce and industry.																				
Kitchen vegetables.		3,000				10,000	10,000		6,000		4,000		1,000						8,376,000	
Live plants, floricultural produce.						3,000	3,000		12,000		5,000		3,000						155,000	
Fruits and nuts; fruit and plant juices.						13,000			1,000				1,000						1,390,000	
Chicory and other colonial produce.		4,000				2,000	4,000		15,000		3,000				3,000				388,000	
Other vegetable products for industrial or medicinal use.						8,000	9,000		65,000		34,000		2,000						194,000	
Forest products.	1,000					30,000			5,000		2,000		3,000						1,423,000	
Animals and animal products.	3,000	100,000				71,000	22,000		132,000		80,000		76,000		204,000				23,525,000	
Sugar.	5,000	27,000				25,000	103,000		153,000		131,000		2,000		5,000				72,327,000	
Spirits, wines and other beverages.	14,000	785,000				5,000	55,000		346,000		72,000		2,757,000						3,814,000	
Mill product from corn and rice and pulse.	123,000	3,629,000				606,000	597,000		889,000		674,000		723,000		1,698,000				7,604,000	
Products of industries connected with agriculture, N.E.S.	1,000	1,617,000				1,052,000	40,000		1,022,000		1,304,000		55,000						6,672,000	
	5,000	297,000				33,000	35,000		115,000		105,000		5,000		12,000				15,557,000	

Products of factories of alimentary and consumable goods, N.E.S.....	54,000	388,000	280,000	741,000	1,238,000	846,000	59,000	416,000	828,000	3,946,000
Raw mineral materials and mineral oils—										
Earth and stones.....	3,000	129,000	80,000	500,000	279,000	159,000	65,000	18,000	1,149,000	2,121,000
Ores, slags and ashes.....		26,000	2,065,000	63,000	84,000	71,000	2,000		3,000	3,606,000
Mineral fuel.....	4,000	10,000	59,000	58,000	101,000	28,000	13,000	14,000	376,000	517,000
Mineral oils and other raw mineral materials.....	157,000	31,000	97,000	50,000	53,000	15,000	1,000	9,000	102,000	1,758,000
Coal-tar, coal-tar oils and coal-tar products.....	51,000	99,000	308,000	169,000	147,000	44,000	65,000	96,000	40,000	5,970,000
Prepared wax, solid fatty acids, paraffine and similar candle-making materials, candles, manufactures of wax, soap and other manufactures of grease, oil or wax.....										
Simple chemicals, acids, salts and other combinations of simple chemicals, N.E.S.....	137,000	111,000	487,000	130,000	48,000	170,000	9,000	49,000	2,209,000	72,740,000
Colours and dyestuffs.....	36,000	112,000	1,839,000	122,000	55,000	54,000	62,000	474,000	3,123,000	51,149,000
Varnishes, lacres and cements	1,000	6,000	29,000	29,000	57,000	20,000	2,000	34,000	28,000	273,000
Ether, alcohols, volatile oils, artificial scents, perfumery and cosmetics.....	51,000	865,000	265,000	31,000	74,000	170,000	43,000	209,000	1,031,000	2,733,000
Artificial manures.....				10,000	2,000	70,000		8,000	102,000	1,958,000
Explosives, ammunition and other inflammable substances.....	22,000	191,000	27,000	252,000	143,000	22,000	2,000	45,000	721,000	982,000
(Chemical and pharmaceutical products, N.E.S.....)	4,000	46,000	285,000	176,000	107,000	123,000	9,000	82,000	349,000	11,512,000
Animal and vegetable textile materials and manufactures thereof; human hair; prepared ornamental feathers, fans and hats:										
Silk.....	10,000	293,000	1,254,000	6,000	18,000	30,000	59,000	289,000	1,017,000	28,215,000
Wool and other animal hair.....	74,000	260,000	3,358,000	139,000	108,000	66,000	1,173,000	443,000	1,127,000	8,334,000
Cotton.....	723,000	1,648,000	5,444,000	728,000	700,000	1,337,000	150,000	3,231,000	2,757,000	70,810,000
Other vegetable textile materials.....	7,000	144,000	155,000	104,000	123,000	53,000	16,000	13,000	168,000	10,317,000
Bookbinders' and tracing cloth, water-proof tissues, tissues covered with grinding or polishing substances, linoleum and similar materials.....	5,000	7,000	65,000	31,000	34,000	9,000	4,000	4,000	49,000	2,350,000
Wadding, felt and unsewn articles of felt.....	4,000	19,000	30,000	6,000	4,000	9,000	13,000	8,000	169,000	626,000
Horsehair (mane or tail) and articles thereof.....			1,000	3,000	6,000	4,000	2,000			199,000

Exports of German Produce from Germany to British East Africa, British West Africa, Egypt, German East Africa, German Southwest Africa, Kamerun, Morocco, British Straits Settlements, Netherlands India and United States—*Continued.*

Classification.	British East Africa.		British West Africa.		Egypt.		German East Africa.		German South-west Africa.		Kamerun.		Morocco.		British Straits Settlements.		Netherlands India.		United States.	
	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.	Marks.
Animal and vegetable textile materials. — <i>Con.</i>																				
Clothing, millinery and other sewn articles of spunwares or felt. N. E. S.	12,000	124,000			350,000	206,000	1,239,000	484,000	37,000	210,000	856,000	6,298,000								
Artificial flowers of spunwares, umbrellas and parasols and shoes of spunwares or felt.	2,000	73,000			30,000	31,000	34,000	42,000	2,000	5,000	36,000	4,391,000								
Human hair and articles thereof, prepared ornamental feathers, fans and hats.	2,000	60,000			28,000	14,000	63,000	134,000		118,000	151,000	3,432,000								
Waste of spunwares and the like	2,000	1,000			39,000	14,000	137,000	21,000	9,000	2,000	31,000	9,490,000								
Leather and leatherwares, furs, skins and manufactures of gut	46,000	81,000			881,000	527,000	637,000	220,000	39,000	383,000	788,000	35,107,000								
India-rubber wares.	2,000	215,000			598,000	66,000	44,000	49,000	13,000	717,000	1,290,000	1,918,000								
Plaits, and plaited wares of vegetable materials except textile fibres	56,000	290,000			370,000	213,000	427,000	220,000	47,000	80,000	268,000	2,283,000								
Brooms, brushes and sieves.		6,000			26,000	12,000	12,600	2,000			13,300	1,456,000								
Corkwares and woodenwares.		8,000			33,000	37,000	18,000	11,000	5,000	14,000	45,000	837,009								
Articles of animal or vegetable materials for carving or moulding. N. E. S.		290,000										2,283,000								
Paper, cardboard and manufactures of	2,000	27,000			115,000	7,000	27,000	30,000	6,000	87,000	395,000	8,224,000								
Books, pictures and paintings.	44,000	82,000			1,048,000	262,000	237,000	119,000	84,000	132,000	1,253,000	25,800,000								
Wares of stones and other mineral substances (except earthenware) and fossil substances.	4,000	6,000			259,000	125,000	21,000	9,000	2,000	22,000	213,000	2,500,000								
Earthenware	47,000	191,000			500,000	121,000	40,000	35,000	53,000	237,000	2,744,000	16,763,000								
Glass and glassware.	170,000	209,000			637,000	192,000	124,000	64,000	141,000	135,000	1,156,000	9,781,000								
Metals and wares thereof:—																				
Gold and silver.	1,000	4,000			527,000	6,000	29,000	1,000	3,000	58,000	162,000	5,563,000								
Iron and alloys thereof.	686,000	1,946,000			7,476,000	7,997,000	2,831,000	2,246,000	1,056,000	2,520,000	29,220,000	24,944,000								
Aluminum and alloys thereof.	32,000	16,000			11,000	36,000	9,000	18,000	3,000	4,000	47,000	2,499,000								
Lead and alloys thereof.	1,000	63,000			82,000	17,000	17,000	12,000	3,000	3,000	183,000	2,388,000								
Zinc and alloys thereof.	4,000	2,000			125,000	107,000	18,000	9,000	4,000	20,000	73,000	2,388,000								

Tin and alloys thereof.....	1,000	12,000	259,000	8,000	9,000	6,000	4,000	12,000	44,000	6,261,000
Nickle and alloys thereof.....	.....	1,000	7,000	1,000	2,000	458,000	.....	1,000	29,000	211,000
Copper and alloys thereof.....	.....	208,000	947,000	403,000	198,000	287,000	58,000	135,000	1,603,000	5,474,000
Other metals and alloys thereof.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
of.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Machinery, &c;—	31,000	97,000	466,000	107,000	150,000	122,000	59,000	137,000	918,000	4,993,000
Machinery.....	123,000	249,000	3,551,000	1,660,000	1,043,000	480,000	559,000	455,000	7,299,000	29,036,000
Electro-technical apparatus.....	16,000	50,000	536,000	117,000	164,000	38,000	79,000	39,000	1,874,000	2,328,000
Vehicles and vessels.....	50,000	186,000	196,000	815,000	417,000	395,000	105,000	192,000	3,107,000	2,440,000
Fire-arms.....	9,000	2,000	1,000	32,000	33,000	12,000	2,000	11,000	281,000	628,000
Clocks and watches.....	6,000	35,000	86,000	20,000	40,000	14,000	43,000	27,000	245,000	2,179,000
Musical instruments.....	19,000	93,000	253,000	46,000	65,000	43,000	21,000	141,000	398,000	6,313,000
Toys.....	15,000	20,000	206,000	10,000	31,000	5,000	31,000	33,000	282,000	28,091,000
All other articles exported.....	7,000	24,000	135,000	124,000	460,000	120,000	37,000	29,900	560,000	5,923,000
Total Exports Mdse. 1912.	3,057,000	15,169,000	38,039,000	17,433,000	15,341,000	11,407,000	7,928,000	13,328,000	74,552,000	697,594,000
" " " 1911.	2,765,000	13,674,000	41,343,000	13,914,000	20,693,000	9,350,000	5,541,000	11,777,000	61,136,000	639,783,000
" " " 1910.	2,940,000	15,180,000	34,151,000	13,120,000	19,365,000	8,654,000	4,941,000	10,218,000	49,867,000	632,741,000
" " " 1909.	1,934,000	11,681,000	32,228,000	11,580,000	13,811,000	7,029,000	3,472,000	7,803,000	39,315,000	602,283,000
" " " 1908.	1,407,000	11,689,000	30,903,000	7,328,000	14,290,000	6,489,000	1,795,000	8,293,000	40,682,000	507,840,000

SOUTH AMERICAN TRADE POINTERS.

In view of the importance of the trade with the South American republics, now that the war has prevented these countries from obtaining as much of their supplies from Europe as hitherto, the following summary of some of the more important points to be remembered in regard to this trade, which appeared in a recent *United States Consular and Trade Report*, may be appended as of special interest at the present time:—

In the substantial increase in trade with South America which the immediate future promises it is highly desirable that American manufacturers should keep clearly in mind some of the cardinal points of difference between South American trade usages and those of this country. It has, for instance, been emphasized many times that the social feature, almost negligible in the United States, is an important factor in trade relations in Latin America. Business is conducted more slowly in general, correspondence and personal relations do not perhaps have so much of the "touch-and-go" character, and in all commercial transactions more stress is laid on both the forms and the spirit of courtesy than in the United States. Travelling salesmen will find that they will make more progress by taking their time in working up a personal acquaintance with the trade than by attempting, even with the most favourable terms to customers, to close a sale on the first visit; and a courteous letter, written in Spanish and directed especially to the person or firm address (in contrast to a circular or form letter), will probably prove far more valuable as an accompaniment of a catalogue and price list than the mere catalogue itself.

NECESSITY OF FAIR TREATMENT.

It is to be emphasized also that fair treatment of the customer by the American manufacturer, from the beginning to the end of a commercial transaction, is of the highest importance. In the next year or two American goods will be likely to penetrate to every remote corner of Latin America where the wares of civilization are in demand at all. Dealers who have never thought of the United States as a possible source of supply for the articles they handle will be buying from American exporters, and farmers, ranch owners, mine operators, and consumers generally will learn for the first time the meaning of the label "Made in the United States." The custom of going to Europe for certain lines of goods has become so thoroughly established that many South American dealers have little idea that their supplies can be obtained in the United States at all. Under these circumstances dealers and consuming public alike will have their first opportunity to become acquainted with American wares of every sort and description, and it is of the highest importance that the impressions they receive, not only as to the quality of the goods but also as to fairness of treatment by American exporters, should be favourable.

The reputation for good or ill which American tradesmen and American goods will acquire in the next year or so will probably last for a generation and will have an enormous influence on the future commercial relations between the two sections. Latin-American merchants, as a rule, do not lightly change from firm to firm in their purchasing of foreign goods, and when they become assured of fair treatment from a particular export house their trade is likely to go to that house indefinitely. Much the same thing is true of the nations from which they buy, and with American goods once firmly established and American exporters found to be courteous and trustworthy, the future for our trade in Latin-America will be assured. The quality of American goods, so far as they are known, is in general very well liked in Latin-America, and the advantage which this gives to American exporters should not be dissipated.

PACKING AND MARKING.

Consular reports have from time to time cited a number of points in the commercial intercourse between South America and the United States in criticism of American methods and while these criticisms are probably justified now in much less degree than formerly, it will doubtless be as well to point out, for the sake of those new to the trade, a few of the matters concerning which American exporters should be particularly careful. Perhaps the greatest objection to American methods heretofore has been that detailed instructions concerning packing and marking of cases, bales, &c., have been disregarded, with considerable damage and delay as a result. This has been reiterated many times, and the effect of the criticism is to be seen in much-improved packing of American goods. In many ports on the east coast and practically all on the west coast of South America, all goods have to be lightered to shore, and on landing are sometimes allowed to remain exposed to the weather for several days. The necessity for strong boxes and crates, well reinforced is obvious. Good clear marking, preferably with stencils, is of much greater importance than is generally realized, as the lack of these marks, or their failure to correspond to those in the invoice, often causes the goods to be held up in the customs for weeks and months. It is in many cases essential that the weight in kilos (kilo=2.2 pounds) shall be marked on the box, as the capacity of many of the cranes is limited. American exporters owe it to their customers to look carefully after these details, especially if the customer himself lays emphasis on the point, and they will find that attention to these matters will go far toward retaining the good will and trade of a customer.

OTHER UNFAIR PRACTICES.

Another unfair practice which is sometimes resorted to and which is particularly irritating to buyers is the substitution of one type of goods for another which has been specified in the order. The needs of customers in South America are very often peculiar to their district, and substituted goods are in many cases altogether useless. When it is remembered that it may take a month to send the original order, another month to have the goods shipped, a third to complain of the substitution or return the article substituted, and a fourth to get the article originally ordered, it will be seen that one instance of this kind will be likely to kill the chances of the particular manufacturer concerned for an indefinite period. In the same class of actions is the sending of goods which do not correspond to the sample or the catalogue description from which they were ordered. It is in nearly all cases a mistake to suppose that the manufacturer knows better what a customer wants than the customer himself, but this might be said to be particularly true in South and Central America, where most of the countries are mountainous and transportation offers special problems, and where the preferences of the people have been accentuated by long use of the same kind of goods. A firm that can be depended on to send the exact goods ordered will work at a big advantage in the Latin-American trade.

GOOD CUSTOMERS SHOULD NOT BE OVERLOADED.

Another point which applies especially to firms with travelling salesmen or with agencies in South America has been forced home to American exporters who have had years of experience in the trade. That is that it is easily possible to place too large an order as well as one that is too small. This is particularly to be watched by firms which contemplate the building up of a steady business, and brings to the front again the tendency of South American business to run in permanent channels. The agent of an exporting house in the United States very often has a clearer view of trade conditions than his customers, and is more capable of judging whether it is advisable to stock up heavily with certain lines of goods at a particular time and

thus tie up capital that may be urgently needed before the goods can be worked off. It is a very shortsighted policy that would pave the way for the collapse of a good customer merely in order to obtain one big order for goods. When once a merchant has been found to fulfil his obligations honorably, the American exporter will find it decidedly worth while to consider the interests of the former as well as his own in every transaction, and will thus insure a steady demand from one year to another that will serve as a foundation for a flourishing business.

ENCROACHMENT ON FIELD OF EXCLUSIVE AGENTS.

The granting of exclusive agencies and then the indiscriminate sale of products direct to all comers is an instance of unfairness that needs only to be mentioned to be condemned. There have been many complaints that exporting firms did not observe the terms of such arrangements, and have not only sold in the territory granted to an agency but have after a while terminated the agreement and entered the trade direct after the preliminary work and expense had been borne by the local firm. Practices of this kind are, of course, not conducive to the establishing of permanent trade relations and will be avoided by farsighted concerns. It often happens, however, that an American firm offends in this respect while acting in perfect good faith. It grants an exclusive agency to a local concern in some country and then fills orders, in the regular course of business, from an export commission house that has customers in the same territory. Fairness to the local agent requires that this should be prevented, but the best method of procedure would probably be to have an understanding in regard to the matter before the agency is granted.

THE QUESTION OF CREDITS.

The matter of credits, however, does not come under the question of fair treatment, but is simply a detail of policy in which the American practice has differed from the European. Americans sell for cash, or on a credit of one to three months; Europeans allow three to nine months, or even longer. While there is considerable complaint that American goods can not be obtained on as favourable terms as those from Europe, there are no charges of unfairness against Americans on this account. The difference has probably been due in large part to the smaller interest in and study of the market by Americans and consequent lack of facilities for collecting accounts and financing shipments generally. With banks of their own nationality on the ground and in intimate touch with the commercial situation, and desirous of furthering the trade of their respective countries in every way, English and German exporters have felt safe in letting accounts run for a considerable period. American exporters, on the other hand, accustomed to a more rapid turnover and operating over a long distance, often through correspondence or foreign agencies, have not considered it wise to tie up their funds or extend credits to firms with which they were out of touch for long periods.

For all exporters who are new to the field, or who are operating through salesmen or correspondence merely, it would probably be as well to continue to use caution in the granting of credits. Financial conditions in many South American countries are not on so sound a foundation as in the United States; and it often happens, besides, that beginners in business who have small knowledge of trade or of their particular line do not hesitate to lay in a large stock of goods on credit without regard to future contingencies. The credit-information facilities in many countries such as Argentina and Uruguay are said to be as good as in the United States, but the factors affecting business are perhaps more numerous and different in character from those in the United States and this makes the granting of long credits without a knowledge of the country more or less a leap in the dark. The whole credit situation is best handled by a permanent agency of the exporter, which remains on the ground

year after year, and knows not only the varying phases of the economic situation but the character and standing of the commercial firms to which they sell. Perhaps the best of all medium for keeping in touch with the credit situation is the permanently established American branch house or agency, with Americans of experience in charge. A firm with such a representative can afford to grant credit terms to compete with those of Europe, and will probably find it advantageous to do so. But others would do as well to go slowly, and at any rate to lay down a general policy of extending credit only after thoroughly satisfying themselves, from a study of the many elements involved, as to the lengths to which they would be justified in going.

APPRECIATION OF FAIRNESS BY LATIN-AMERICANS.

Other points will come up as the export trade develops which the careful American house will watch closely. The essential thing of course is to enter the trade with a desire to treat customers fairly as well as to insist on fair treatment in return. The old trade maxim "Let the buyer beware" is a doubtful policy under any circumstances, but particularly so in dealing with Latin-American merchants. They will be found to respond quickly to any evidence of a desire to act generously with them and are as keenly appreciative of fair dealing as any other people in the world. It should be further noted that even with the best intentions on both sides misunderstandings, due to different trade customs, are likely to arise and charges of bad faith should not be made hastily or without investigation. A thorough and detailed study of the elements that enter into South American trade will on that account be found of high importance to American exporters.

SHIPPING ROUTES TO SOUTH AMERICA.

The following summary of the principal shipping routes from Canada to South America is published for the information of Canadian shippers interested in the export trade to that part of the world:—

There are no direct lines from Canada to South America. Goods may be sent over the following routes:—

(a) *To the East Coast—*

(1) From New York by the Lamport and Holt Line to Bahia, Rio de Janeiro, Paranagua, Rio Grande do Sul, Porto Algere, Santos, Montevideo and Buenos Aires.

(2) From New York by the Booth Line (17 Battery Place, N.Y.) to the following ports in Brazil:—

Para, Manaos, Maranhão, Ceara, Parnahyba and Natal; and also to Iquitos, Peru.

The Booth Line also performs a coasting service between Buenos Aires, Montevideo and intermediate ports to Para and Manaos, Brazil, apparently connecting with the New York steamers at Para.

(b) *To the West Coast—*

(1) From Halifax to Trinidad by the Royal Mail Steam Packet Co., transshipping at Trinidad to R.M.S.P. steamer to Colon, thence to Panama, thence via the Pacific Steam Navigation Co., to about twenty of the principal ports on the west coast of South America, including Buenaventura (Col.), Esmeraldas, Bahia and Guayaquil (Ecuador), Callao, Mollenda and Ilo (Peru), Arica,

Pisagua, Antofagasta, Huasco, Coquimbo and Valparaiso (Chile).

(2) From New York to Colon by the Royal Mail Steam Packet Co., thence by Panama and the Pacific Coast Steam Navigation Co., as above.

(3) The Pacific Navigation Co., expect to commence a fortnightly service through the Panama canal, from New York to Valparaiso and intermediate ports, in December, 1914.

(4) The Canadian Pacific Railway has entered into a traffic arrangement with the United Fruit Company for the operation of a weekly service between Boston and Jamaica, Colon, Panama and Port Limon, Costa Rica. At Colon connections are made with lines serving all ports on the West Coast of South America, namely:—

Colombia—Bonaventure and Tumaco.

Ecuador—Manta, Esmeraldas, Guayaquil, Bahia and Machilla.

Peru—Lima, Mollenda and Arequipa.

Bolivia—La Paz.

Chile—Conception, Arica, Iquique, Antifagasta, Valparaiso, Santiago and Talchuan.

For further information apply to—

The Royal Mail Steam Packet Co., Halifax, N.S.

Booth & Co., 17 Battery Place, New York.

Sanderson & Son, agents, R.M.S.P. & P.S.N.C., 22 State Street, New York.
F. G. Frieser, export freight agent, C.P.R., Montreal.

THE EUROPEAN WAR AND TRADE.

United States Publications Call Attention to Opportunity for Enlarging North American Export Trade.

Evidence has lately come before the Department, in the shape of remarks of several United States publications, to show that the people of that country are realizing the opportunity that is presented for enlarging their export trade, now that active competition in the world's markets, on the part of several European countries, has been withdrawn as a result of the present war. To a certain extent the arguments put forth by these publications are applicable also to Canada and therefore are of interest to Canadians as indicating the opportunities for the enlargement of Canadian, as well as United States trade. While it is generally pointed out that an extended European conflict will prove of great benefit to Canada as a supplier of foodstuffs, the opportunity that is given to Canadian manufacturers to develop their export trade through the temporary withdrawal from the sphere of world trade of such countries as Germany and Austria-Hungary does not appear to be as generally realized. It might therefore be worth while to examine the arguments put forth in regard to the United States as bearing in somewhat similar manner when regarded from the Canadian point of view.

VIEWS OF LEADING JOURNALS.

The *Statist* of London, a leading economic paper, thus views the present war in its bearing on the United States:—

'The great war in Europe will probably bring economic advantages to the United States. * * * * Almost every industry would derive more or less advantage.'

Somewhat more fully the *New York Times* in its commercial section summarizes the situation in the following manner:—

‘War on a large scale between the nations in Europe which manufacture for the world’s markets would curtail, if not destroy for the time being, their export trade. There is only one nation that could take that trade, and that is the United States. This country would export less raw cotton and more cotton goods. The same would be true of other fabrics as well as of manufactures of metal, and, and course, foodstuffs. Means would be discovered or created to attend to the carrying of the exports where they were needed. Temporarily, at least, this country would show a tremendous expansion of foreign trade, and the same causes would prevent the importation of many things that in ordinary times come from abroad. American manufacturers would not only monopolize the domestic field, but would go far toward doing the same in many of the foreign ones as well. The only check would be in the things which would be declared to be contraband of war. And, even as to the latter, there would be many venturesome enough to take chances.

‘All of these would stimulate hugely the productiveness of factories and workshops and give employment to labour in vast volume. It would also result in articles of American manufacture being introduced and put to use in many countries where the products of foreign origin are now the vogue. The people in such countries would become accustomed to the American things and familiar with their merits, and would continue the use of them thereafter. In other words, there would be a constant demand created for the American goods that would result in a permanent increase of the export trade. This would show itself with regard to the nations of South America as well as those of the Orient, the Far East, and Africa.’

Along somewhat similar lines, the *American Exporter*, a publication devoting itself to the furtherance of the export trade of the United States, has got out a special domestic supplement dealing with the commercial changes that will take place as a result of the war. This supplement has been circulated among the manufacturers of the United States with a view of encouraging them to take advantage of the trade openings for exporting into markets which have formerly been supplied by European countries. Changed business conditions, it points out in one of its leading articles, will open up many lines in which Germany or Austria-Hungary have enjoyed virtual monopolies. This will pave the way for an extension of American trade and will enable American manufacturers to gain a foothold from which permanent trade will inevitably follow. As might be expected the article in question is largely concerned with the opportunities arising through the throttling of Germany’s rapidly expanding export trade on account of the war. It might therefore be well to consider the significance of these remarks from the Canadian point of view.

EFFECT OF WAR ON CANADIAN TRADE.

First of all as a result of war Canada’s direct trade with Germany and Austria-Hungary must necessarily suffer. In the year ending March 31, 1913, Canada imported from Germany goods worth \$14,473,833, and she exported to Germany goods to the value of \$3,402,394, a total trade with Germany of \$17,876,227. With Austria-Hungary, Canada carried on a total trade to the value of \$1,828,943, of which \$1,674,349 consisted of imports and \$154,594 of exports. It is thus seen that these countries, especially the former, had obtained a material foothold in the Canadian market which will be lost during the progress of the present war. An opportunity is therefore presented for other countries to increase their trade with Canada or for Canadian producers to make up a part of the deficiency thus created.

The article already referred to takes up and considers in a somewhat summary manner the principal markets of which German trade will be deprived during the course of the war. First and foremost come the markets of those countries with which

Germany is at war. Chief among them and the one in which Canadians have most interest is the United Kingdom.

BRITISH PURCHASES FROM GERMANY.

The writer of the article in question points out that the United Kingdom has been buying goods from Germany at the rate of about \$145,000,000 a year, and then he goes on to consider in what lines this great volume of trade consists. The article only has reference to manufactured goods, and leaves out of consideration such articles as foodstuffs. The following table, however, taken from the British Board of Trade returns for the year 1913, shows the proportion of foodstuffs imported into the United Kingdom from countries whose trade is checked on account of the war. The figures for Canada and the United States are appended for comparison:—

IMPORTS OF FOODSTUFFS INTO UNITED KINGDOM, YEAR 1913.

Merchandise—	Germany.	Russia.	United States.	Canada.
Wheat	£ 162,038	£1,984,964	£13,953,072	£8,803,949
Oats	1,187,511	865,237	465,004	750,693
Barley	172,557	1,847,367	1,852,756	832,841
Flour	241,825	1,239	3,247,423	2,261,783
Hams	4,138	.....	2,716,004	336,695
Bacon . . . . .	.....	684,828	6,122,320	863,139

MANUFACTURED GOODS.

Turning from foodstuffs to the consideration of manufactured articles, with which the article in the *American Exporter* is more largely concerned, it is pointed out that Germany sent to Great Britain in 1913 agricultural machinery to the value of \$131,189, while British imports of sewing machines from Germany amount to over \$500,000 annually. In 1913, Canadian exports of these articles to the United Kingdom were: Agricultural machinery, \$437,099; sewing machines, \$2,263. Here, therefore, it would seem are opportunities for the extension of Canadian trade.

MISCELLANEOUS GOODS.

Under the head of machinery, Germany has exported to Great Britain to the value of over \$5,000,000 a year. This does not include her exports to Great Britain of electrical machinery of over \$31,000,000 a year, while of electrical goods and apparatus other than machinery Great Britain's purchases from Germany have been amounting to over \$41,000,000 a year. German hardware is purchased in Great Britain to the extent of over \$4,000,000 annually. Germany sends to Great Britain each year boots and shoes of a total value of over \$250,000.

BROOMS AND BRUSHES.

Imports into the United Kingdom of brooms and brushes from Germany exceed those from any other country, and in 1913 amounted to \$789,002; Canada's sales in the same year amounting to \$7,917.

PAPER.

Of special interest to Canada are the imports of paper into the United Kingdom from Germany, which in 1913 compared with Canada's sales as follows:—

IMPORTS OF PAPER INTO UNITED KINGDOM.

*From Germany \$2,017,575.

†From Canada, \$587,010.

* British figures.

† Canadian figures.

FRUIT.

The only variety of fruit that is exported from Germany to the United Kingdom to any large extent is that of pears, of which in 1913 she sent \$58,450 worth, Canada

sending during the same period \$156,341. Imports of apples into the United Kingdom from Germany in 1913 amounted in value to \$7,999.

GERMAN TRADE WITH BRITISH DOMINIONS.

Having reviewed the opportunity that will open itself to American trade, through the withdrawal of German competition from the British market, the writer of the article we have been considering, then turns his attention to the markets of Australasia and South Africa. Australia's purchases from Germany amount to over \$22,000,000 a year. This compares with Canada's exports to Australia of \$3,996,387, the figure for 1913. With South Africa, Germany's trade equals that of the United States with that country, her exports to South Africa amounting to over \$17,000,000 worth of goods annually. Canada in 1913 sent goods to South Africa to the value of \$3,340,513. There is also to be considered, adds the writer, the import trade of Germany's own colonies, amounting in value as it does to over \$34,000,000 a year. Probably but a small proportion of this will continue to be purchased from the fatherland during the progress of the war.

SOUTH AMERICAN SITUATION.

A large part of the article is concerned with the possibilities created by the war for the extension of American trade in the Latin-American markets, as it is here that Germany and the United States come more directly into competition. As an instance of what the United States may be expected to gain through Germany's loss of trade on account of the war, the writer reviews the German trade with Brazil. Brazil has been buying about \$13,000,000 worth of goods a year from Germany, which compares with \$74,000,000 worth from the United Kingdom, \$34,000,000 from the United States, and some \$975,000 worth from Canada.

GERMAN TRADE WITH BRAZIL.

The more important items of trade in which Brazil is supplied by Germany are as follows:—(1) Paper, of which Germany ranks as the principal supplier, being credited with shipments amounting to almost \$1,500,000 a year. The United States' exports of paper to Brazil are considerably less than \$100,000 a year, while Canada's supplies in 1913 amounted in value to \$1,205; (2) Leather, exclusive of sole leather, to the amount of \$1,500,000 a year is shipped to Brazil by Germany; (3) General machinery, in which the German trade amounts to almost \$3,000,000 a year, and this does not include some \$1,600,000 worth of electrical machinery supplied by Germany; (4) Sewing machines to the value of over \$800,000 a year are sent to Brazil from Germany; (5) Motor cars, of which Germany supplied \$546,000 worth in 1913, &c.

CHILEAN PROSPECTS.

In similar manner the writer goes on to consider the German trade with Chile. Last year Chile bought from Germany goods to the value of \$29,500,000. The exports to Chile from the United States amounted in the same year to \$20,000,000, from the United Kingdom to \$36,000,000, and from Canada to \$136,107. Germany is Chile's great source of supply for paper, supplying last year almost \$2,000,000 worth. Previous to 1912, Canada's exports of paper to Chile exceeded \$10,000 in value, but in 1913 they fell off to \$635. Germany also shipped about \$5,500,000 worth of machinery to Chile last year, while Canada supplied about \$6,500 worth.

These are just a few of the items of Germany's trade with the Latin-American republics, selected to illustrate the openings that will probably come about through the temporary check given to German trade during the war. The items of the trade with Brazil and Chile, which we have considered, are very similar to those in the case of the other South American republics, such as the Argentine, for instance, to which Germany sends over \$60,000,000 worth of goods annually.

PUBLICATIONS OF THE DEPARTMENT OF TRADE AND COMMERCE.

Annual Report.

PART I.—CANADIAN TRADE:—

Imports into and Exports from Canada.
(Itemized and General Statements.)

PART II.—CANADIAN TRADE:—

1. With France.
2. With Germany.
3. With United Kingdom.
4. With United States.

PART III.—CANADIAN TRADE:—

With Foreign Countries.

(Except France, Germany, United Kingdom and United States.)

PART IV.—MISCELLANEOUS INFORMATION:—

Bounties.
Lumber and Staple Products.
Revenue and Expenditure of Department of Trade and Commerce.
Statistical Record of the Progress of Canada.
Tonnage Table.
Trade Commissioner Service.

PART V.—GRAIN STATISTICS.

PART VI.—SUBSIDIZED STEAMSHIP SERVICE.

PART VII.—TRADE OF FOREIGN COUNTRIES AND TREATIES AND CONVENTIONS.

Monthly Reports.

Census and Statistics.
Trade and Commerce.

Weekly Report.

(Circulated within Canada only.)

Containing Reports of Trade Commissioners and General Trade
Information.

Miscellaneous Publications.

Canada Grain Act.
Canada Year Book.
Census Returns.
Commercial Arrangements between Canada and Foreign Countries.
Export Directory.
Inspection and Sale Act.
List of Licensed Elevators.

ENLARGED CANADIAN TRADE INTELLIGENCE.

Under the arrangement made by the Minister of Trade and Commerce with Sir Edward Grey in July, 1912, the Department is able to present the following list of the more important British Consulates whose officers have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters.

In view of the transfer of British Consuls from and to various Consulates, and the occasional retirement of those officers, it has been considered desirable to give the address of the Consulate and omit the names of the Consuls.

Austria-Hungary:

Trieste, British Consul General.

Belgium:

Antwerp, British Consul General.

Brazil:

Bahia, British Consul.

Rio de Janeiro, British Consul General.

Chile:

Valparaiso, British Consul General.

China:

Harbin, British Consul.

Colombia:

Bogota, British Consul General.

Ecuador:

Quito, British Consul General.

Egypt:

Alexandria, British Consul General.

Italy:

Genoa, British Consul General.

Milan, British Consul.

Mexico:

Mexico, British Consul General.

Netherlands:

Amsterdam, British Consul.

Panama:

Colon, British Vice-Consul.

Panama, British Consul General.

Peru:

Lima, British Vice-Consul.

Portugal:

Lisbon, British Consul.

Russia:

Moscow, British Consul.

St. Petersburg, British Consul.

Vladivostok, British Consul.

Spain:

Barcelona, British Consul General.

Madrid, British Consul.

Sweden:

Stockholm, British Consul.

Switzerland:

Geneva, British Consul.

Turkey:

Constantinople, British Consul General.

Turkey-in-Asia:

Smyrna, British Consul General.

Uruguay:

Monte Video, British Vice-Consul.

Venezuela:

Caracas, British Vice-Consul.

COMMERCIAL INTELLIGENCE SERVICE.

The Department of Trade and Commerce invites correspondence from Canadian exporters or importers upon all trade matters. Canadian Trade Commissioners and Commercial Agents should be kept supplied with catalogues, price lists, discount rates, &c., and the names and addresses of trade representatives by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or, which is preferable, c.i.f. at foreign port.

CANADIAN TRADE COMMISSIONERS.

Argentine Republic.

H. R. Poussette, 278 Balcarce, Buenos Aires
Cable Address, Canadian.

Australasia.

D. H. Ross, Stock Exchange Building, Melbourne, *Cable Address, Cancoma.*

British West Indies.

E. H. S. Flood, Bridgetown, Barbados, agent also for the Bermudas and British Guiana. *Cable address, Canadian.*

China.

J. W. Ross, 6 Kiukiang Road, Shanghai.
Cable address Cancoma.

Cuba.

Acting Trade Commissioner, Lonja del Comercio, Apartado 1290, Havana. *Cable address, Cantracom.*

France.

Philippe Roy, Commissioner General, 17 and 19 Boulevard des Capucines, Paris.
Cable address, Stadacona.

Holland.

J. T. Lithgow, Zuideblaak, 26, Rotterdam.
Cable address, Watermill.

Japan.

G. B. Johnson, P.O. Box 109, Yokohama.
Cable Address, Canadian.

Newfoundland.

W. B. Nicholson, Bank of Montreal Building, Water Street, St. John's. *Cable address, Canadian.*

New Zealand.

W. A. Beddoe, Union Buildings, Customs Street, Auckland. *Cable address, Canadian.*

South Africa.

W. J. Egan, Norwich Union Buildings, Cape Town. *Cable address, Cantracom.*

United Kingdom.

E. de B. Arnaud, Sun Building, Clare Street, Bristol. *Cable address, Canadian.*

J. E. Ray, Central House, Birmingham.
Cable Address, Canadian.

Acting Trade Commissioner, North British Building, East Parade, Leeds. *Cable address, Canadian.*

F. A. C. Bickerdike, Canada Chambers, 36 Spring Gardens, Manchester. *Cable address, Cantracom.*

Fred. Dane, 87 Union Street, Glasgow, Scotland. *Cable address, Cantracom.*

Harrison Watson, 73 Basinghall Street, London, E.S., England. *Cable address, Sleighing, London.*

CANADIAN COMMERCIAL AGENTS.

British West Indies.

Edgar Tripp, Port of Spain, Trinidad.
Cable Address, Canadian.

R. H. Curry, Nassau, Bahamas.

Colombia.

A. E. Beckwith, c/o Tracey Hmos, Medellin, Colombia. Cables to Marmato, Colombia.
Cable Address, Canadian.

Norway and Denmark.

C. E. Sontum, Grubbeget No. 4, Christiania, Norway. *Cable address, Sontums.*

South Africa.

D. M. McKibbin, Parker, Wood & Co., Buildings, P.O. Box 559, Johannesburg.
E. J. Wilkinson, Durban, 41 St. Andrew's Buildings, Durban, Natal.

CANADIAN HIGH COMMISSIONER'S OFFICE.

United Kingdom.

W. L. Griffith, Secretary, 17 Victoria Street, London, S.W., England.

